

FIG. 1A

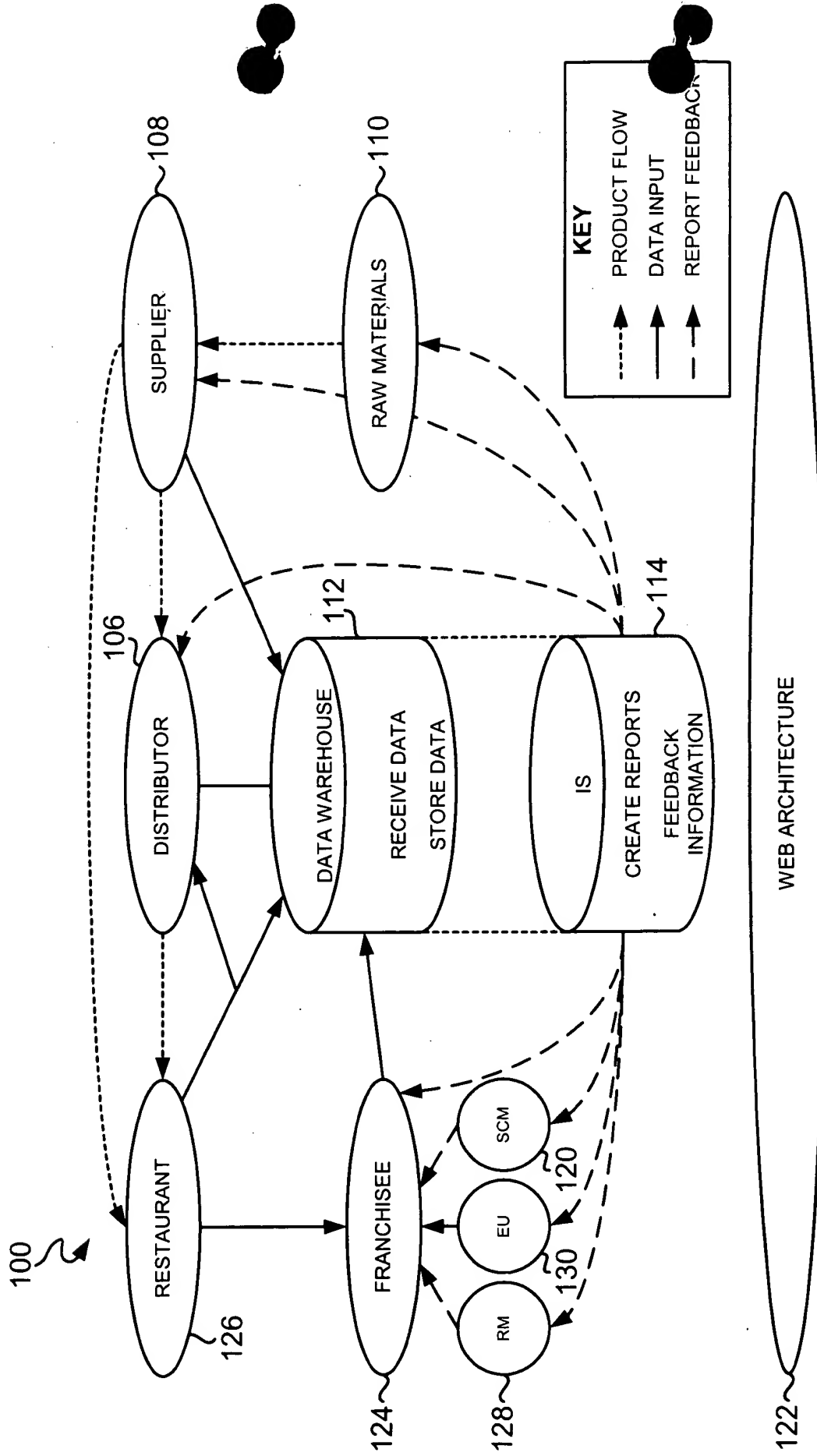
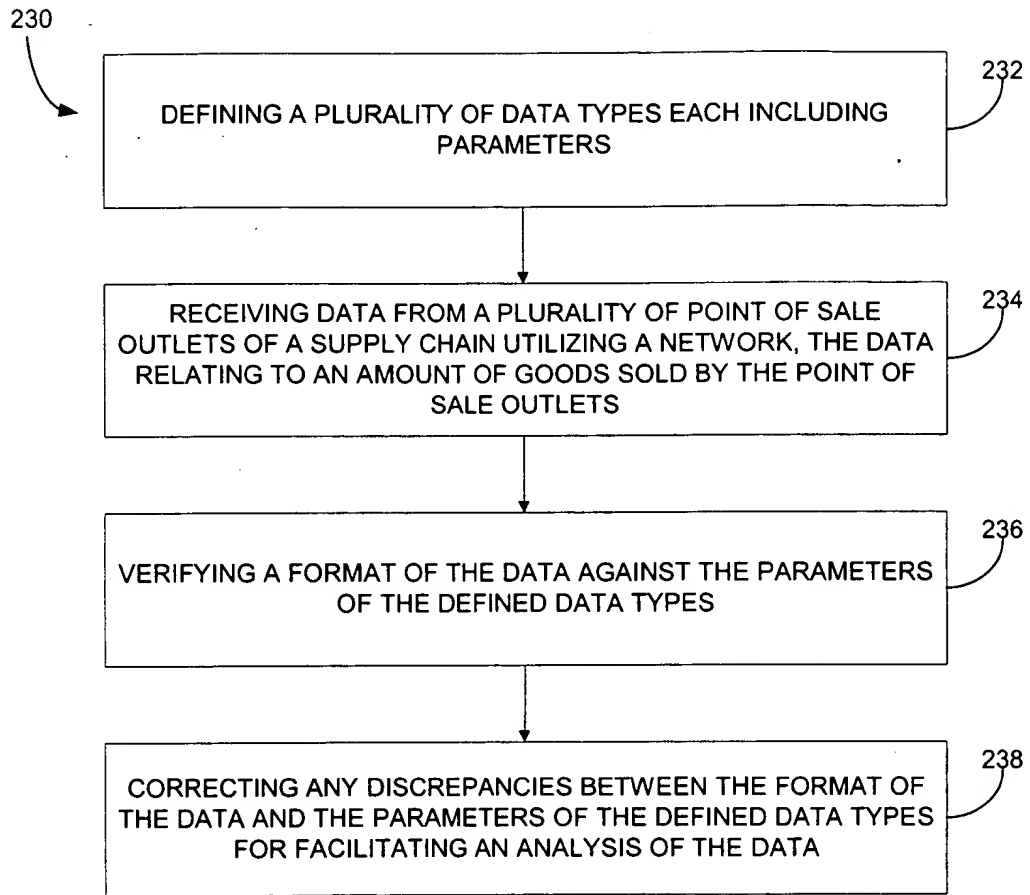
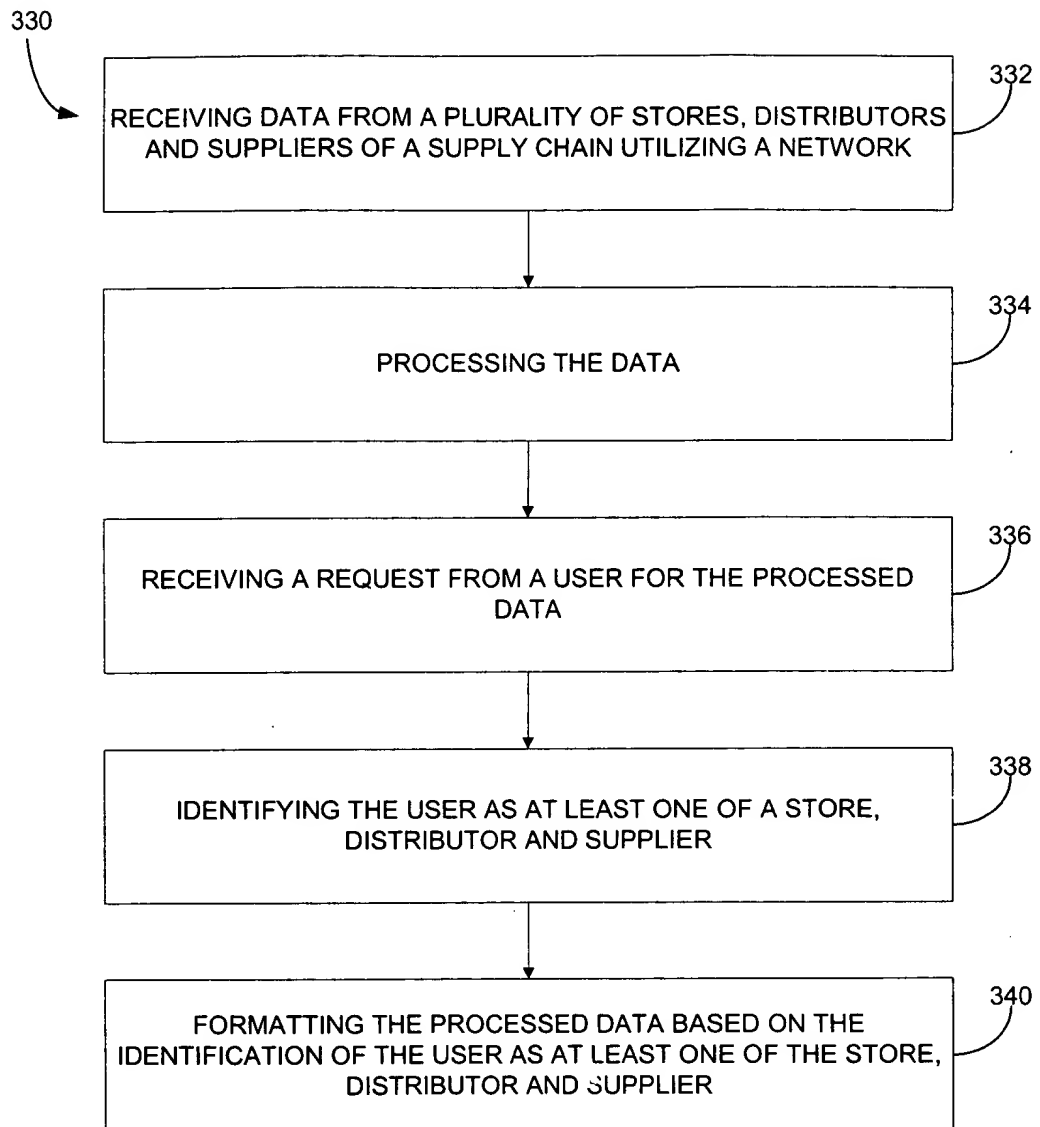


FIG. 1B



**FIG. 2**



**FIG. 3**



FIG. 4

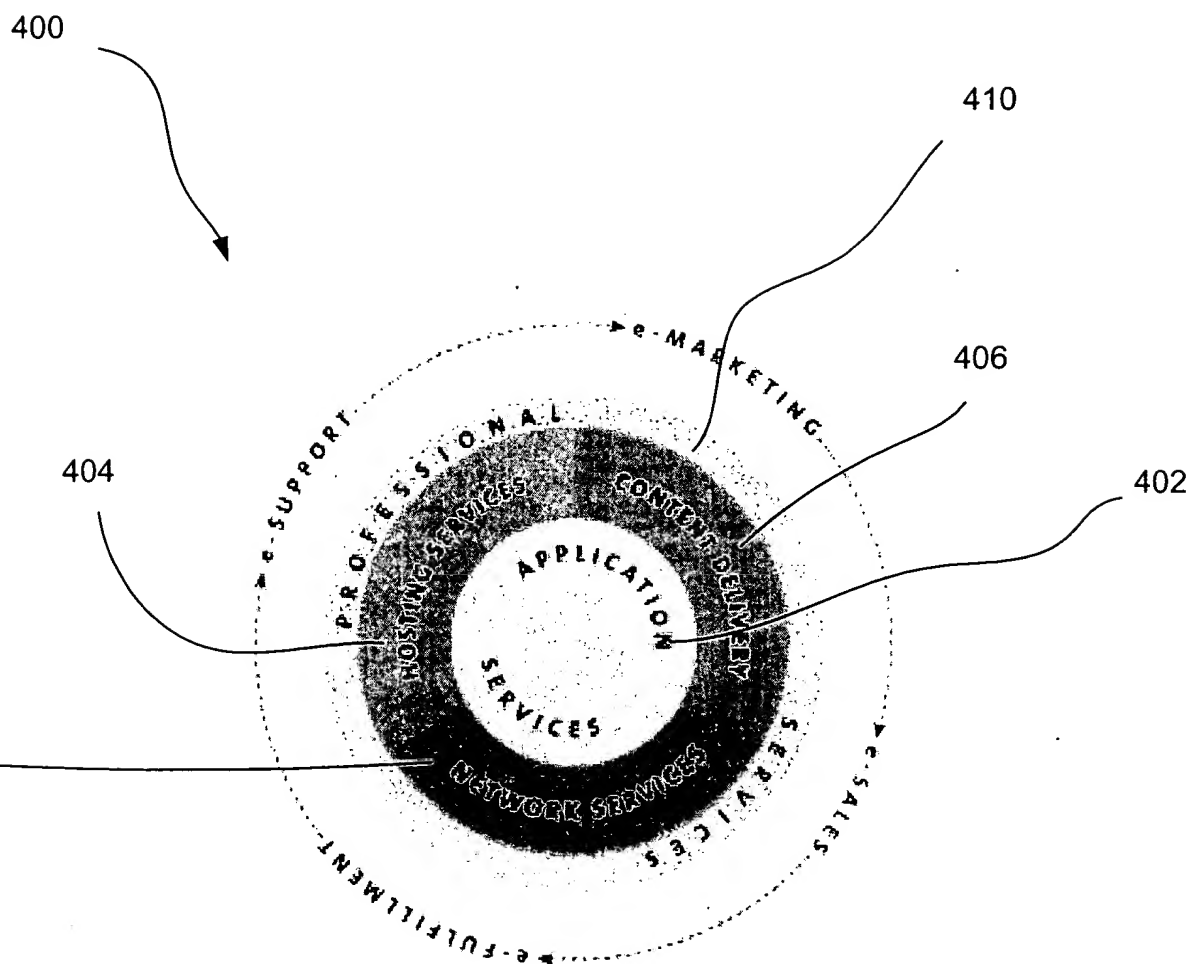
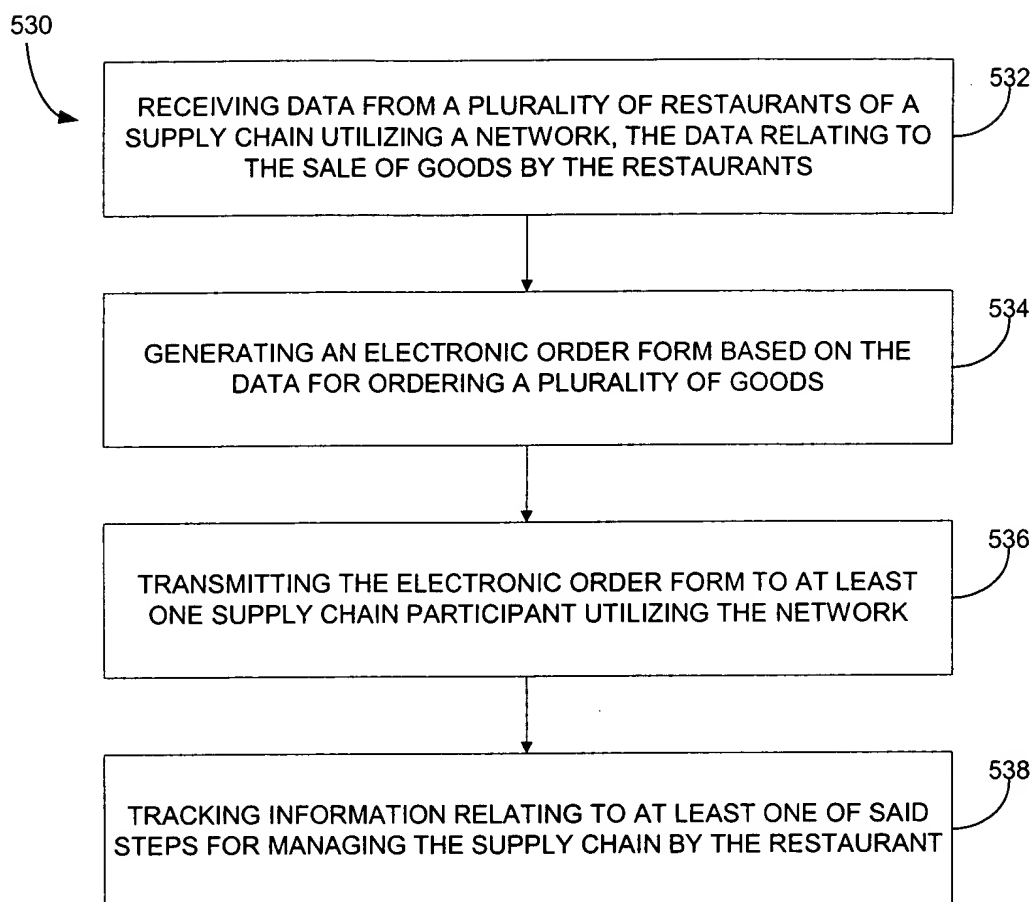
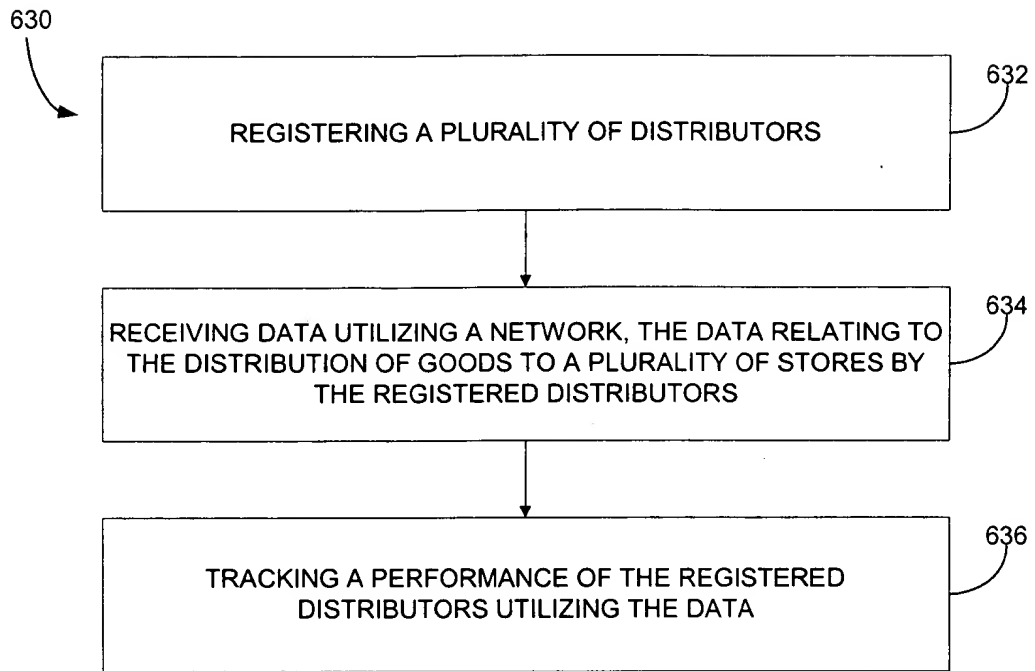


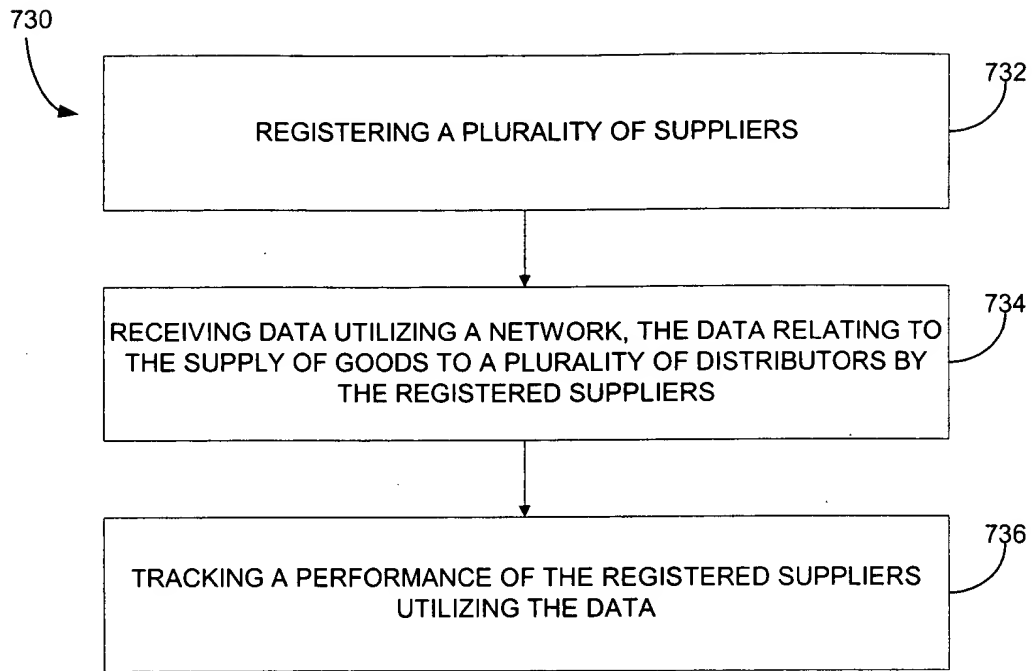
Fig. 4



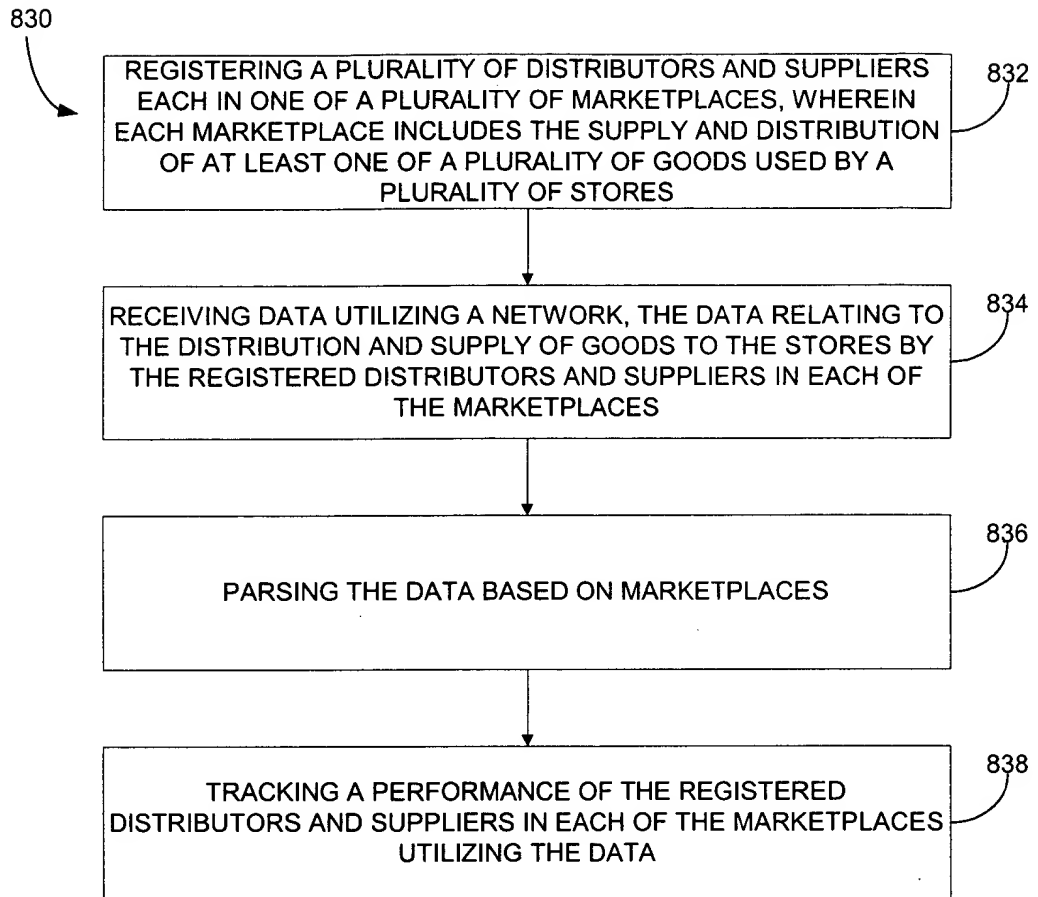
**FIG. 5**



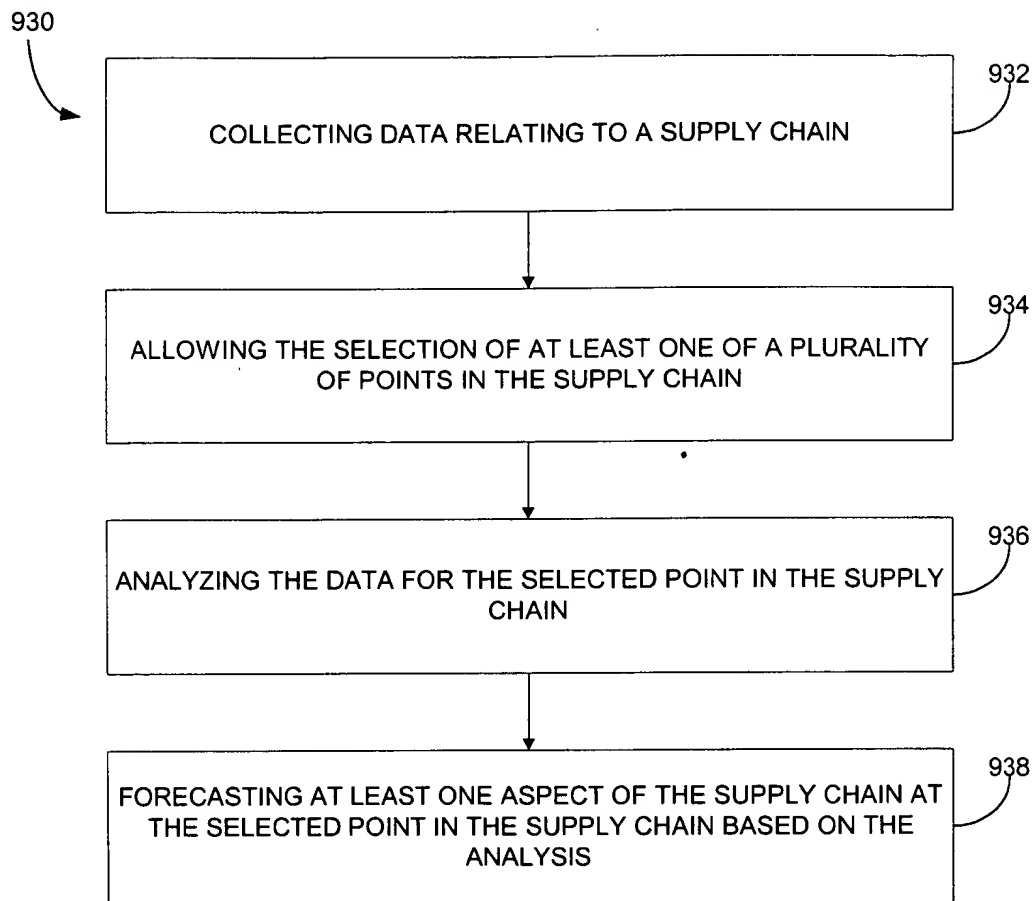
**FIG. 6**



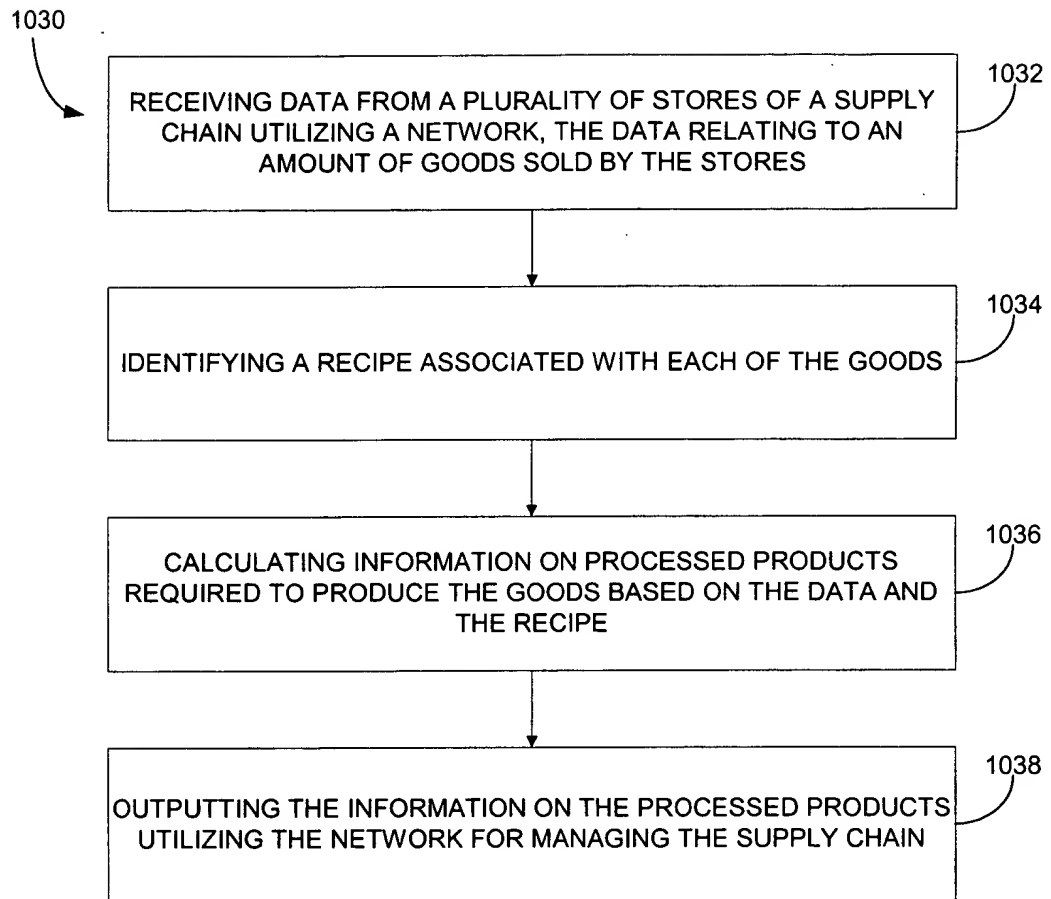
**FIG. 7**



**FIG. 8**



**FIG. 9**



**FIG. 10**

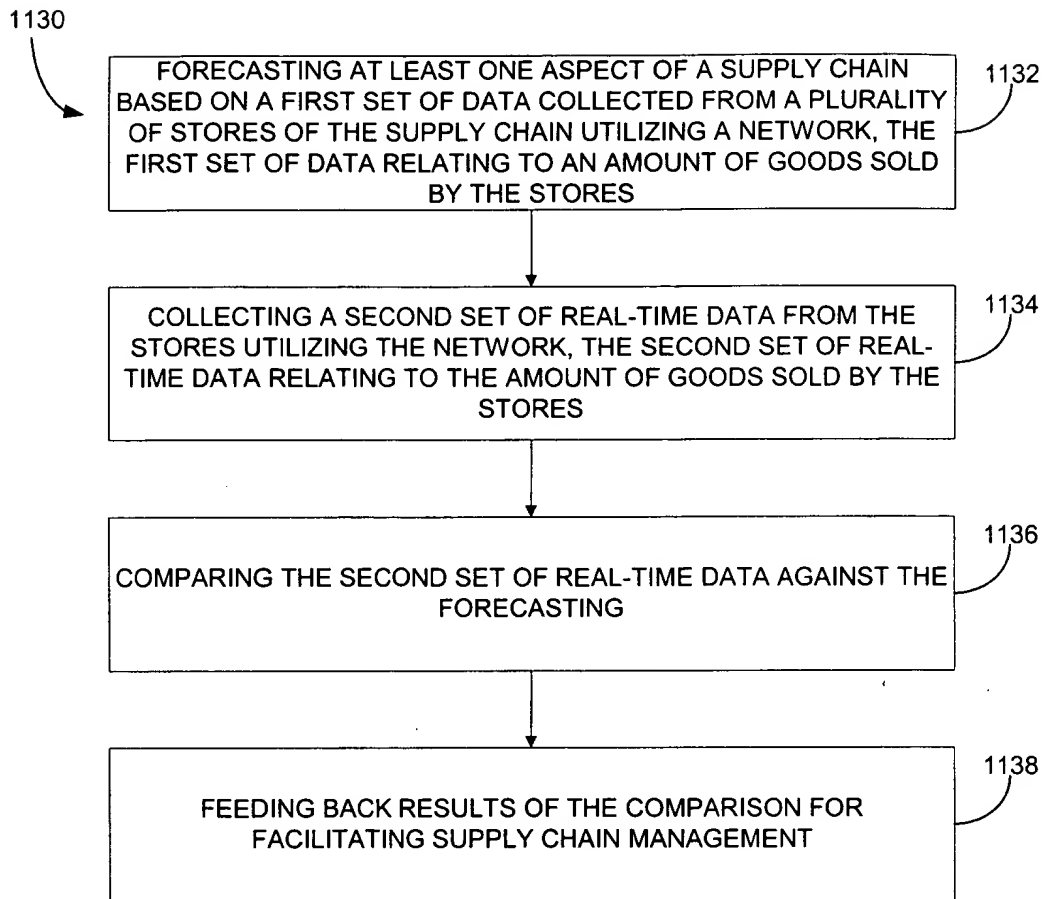


FIG. 11



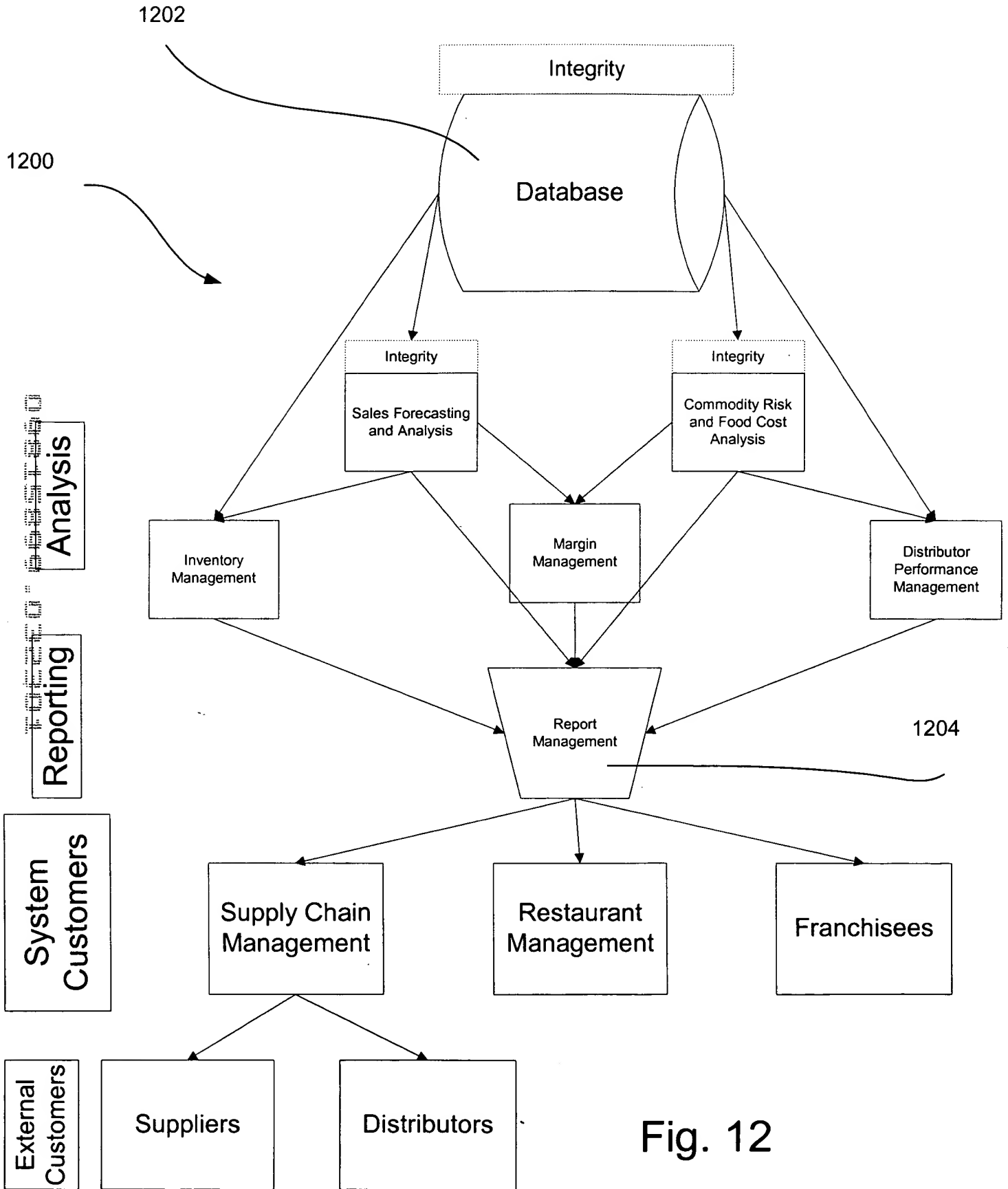
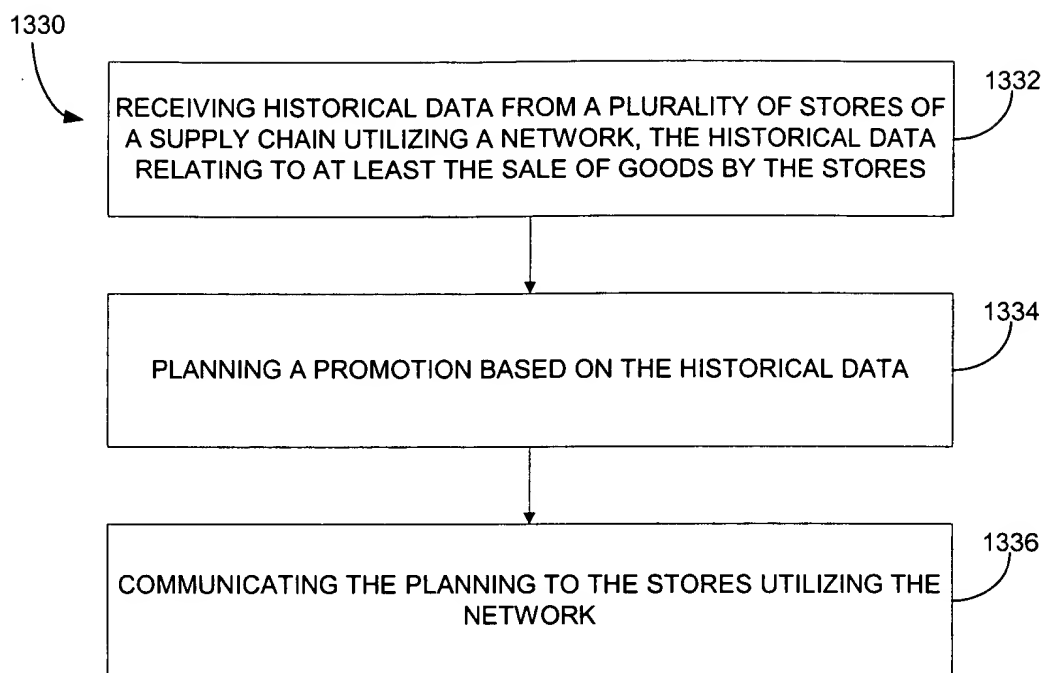
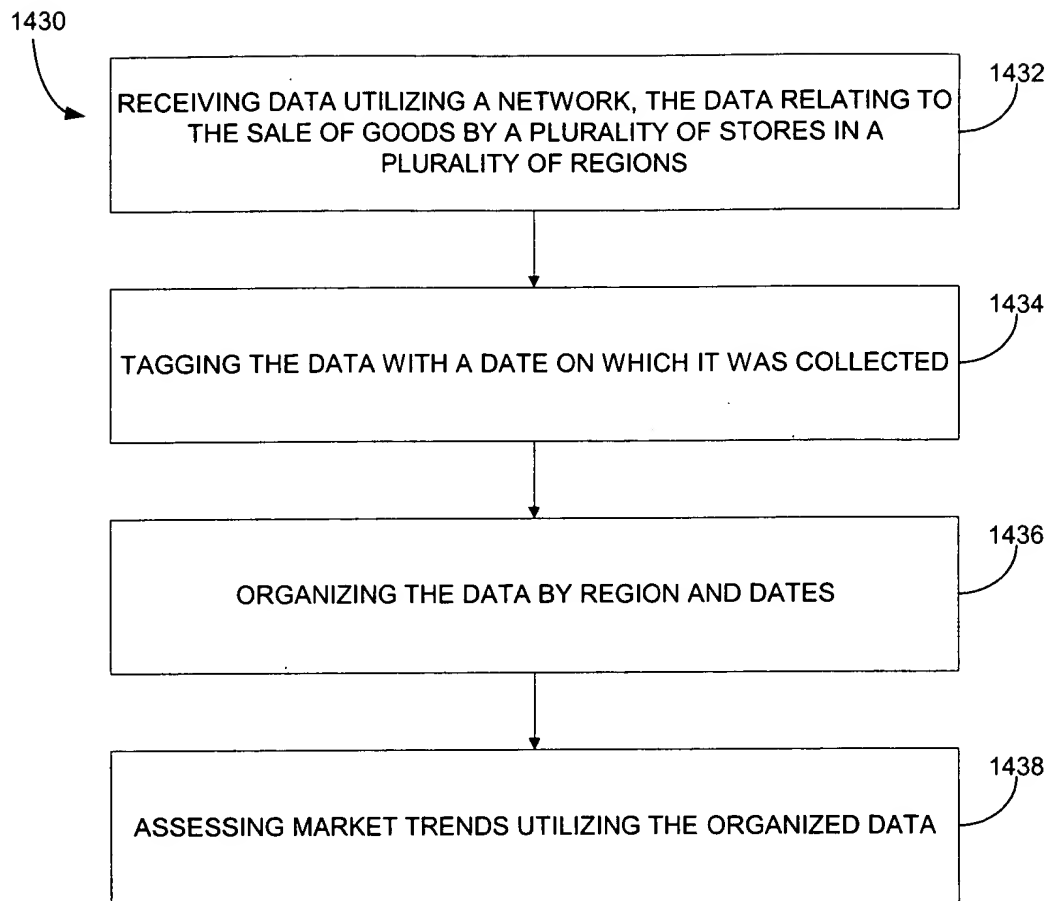


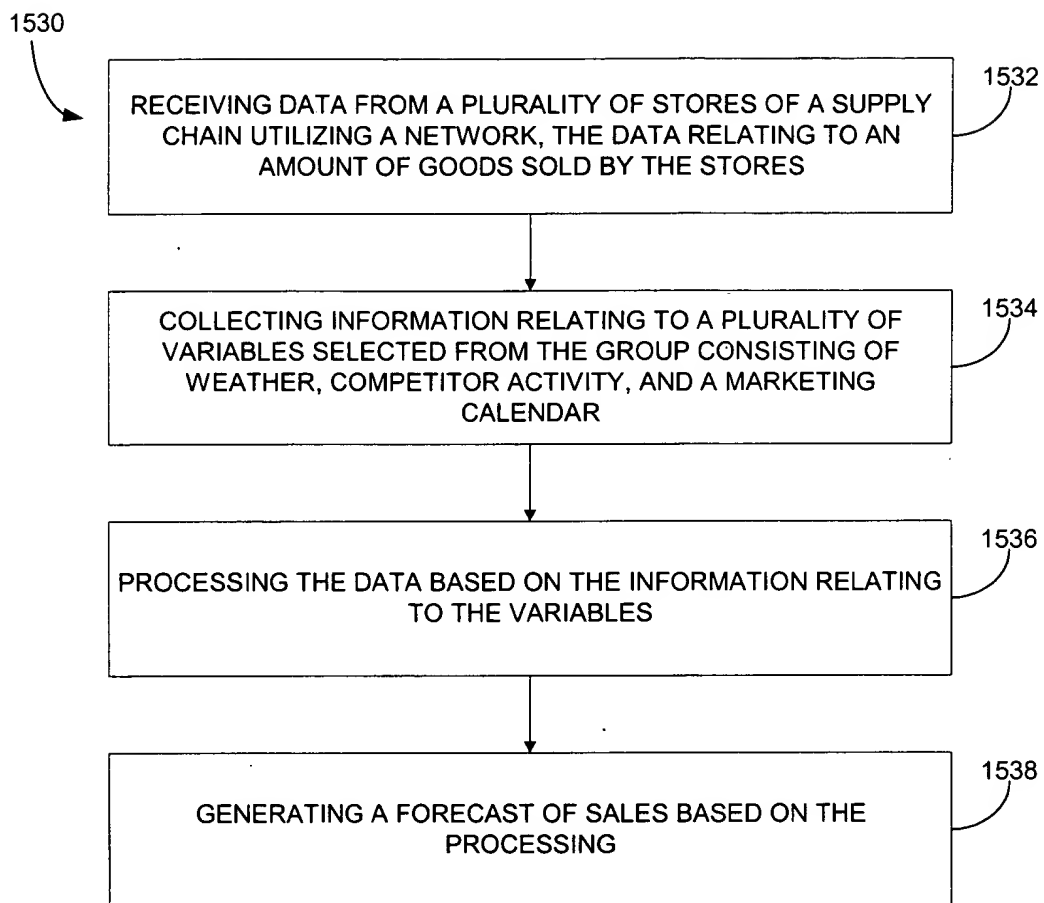
Fig. 12



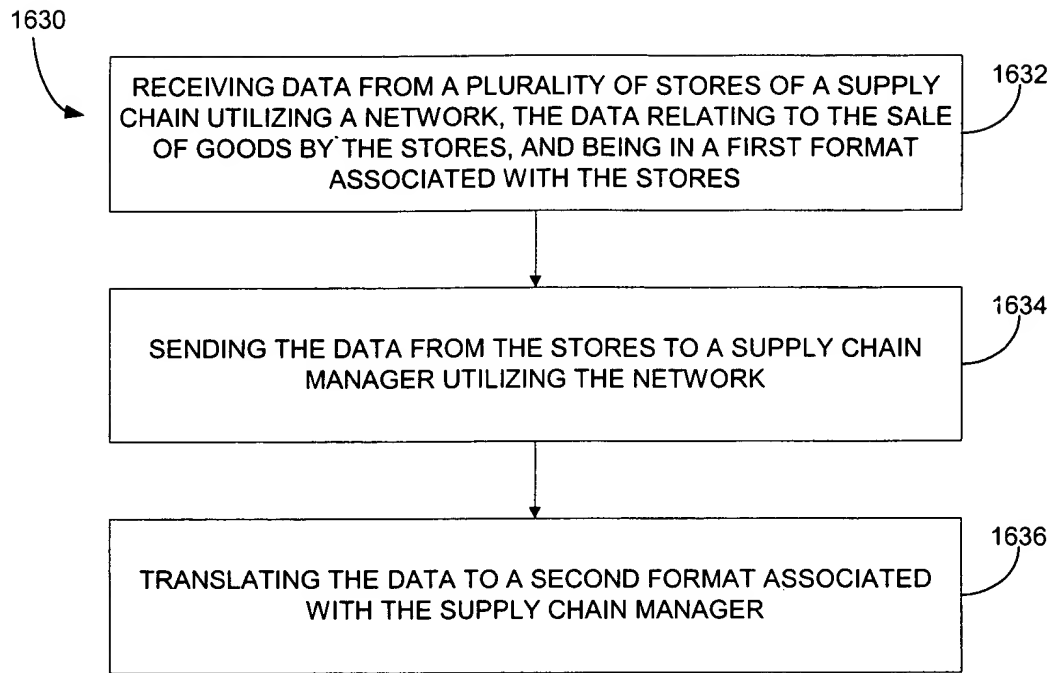
**FIG. 13**



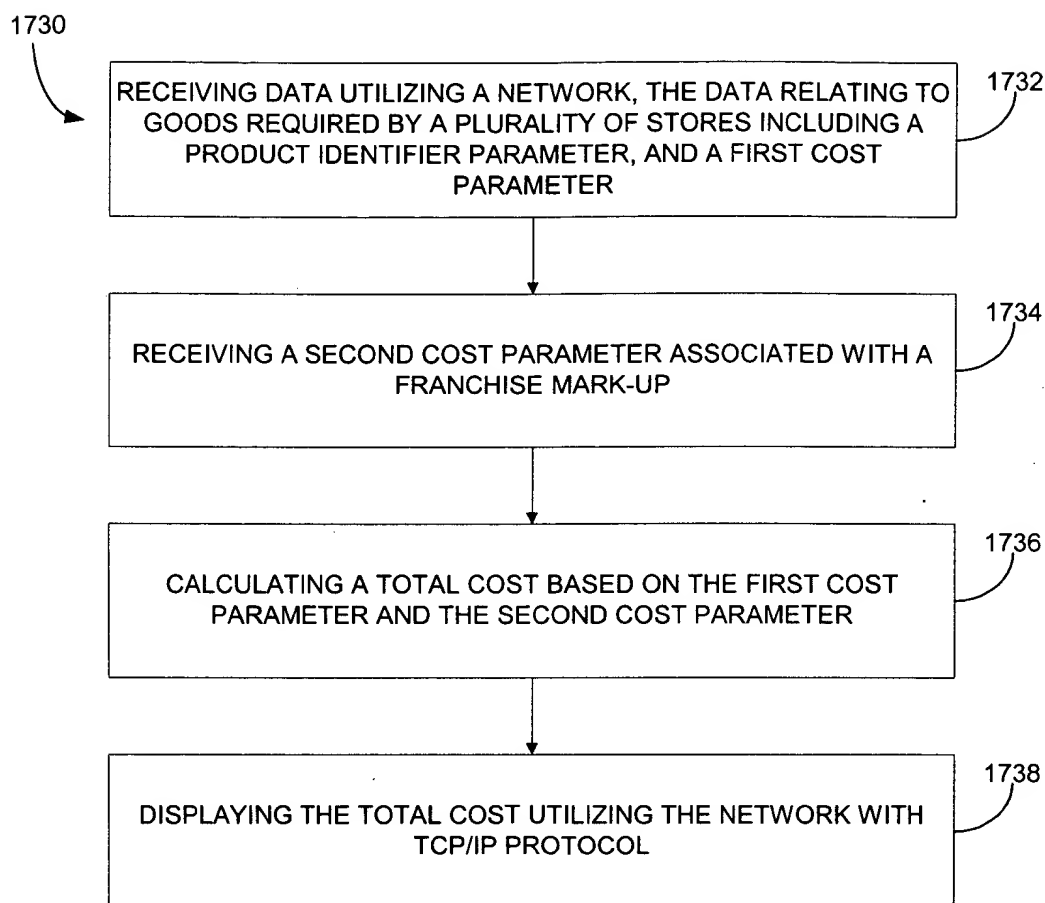
**FIG. 14**



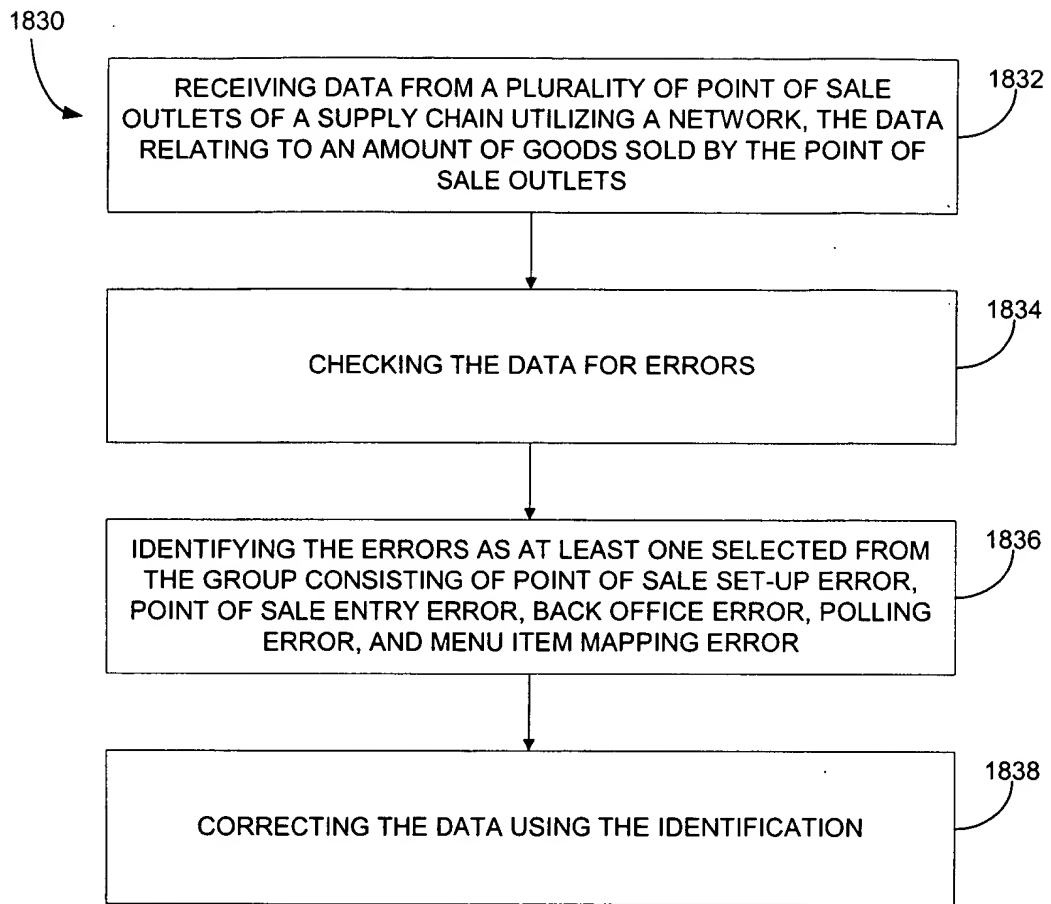
**FIG. 15**



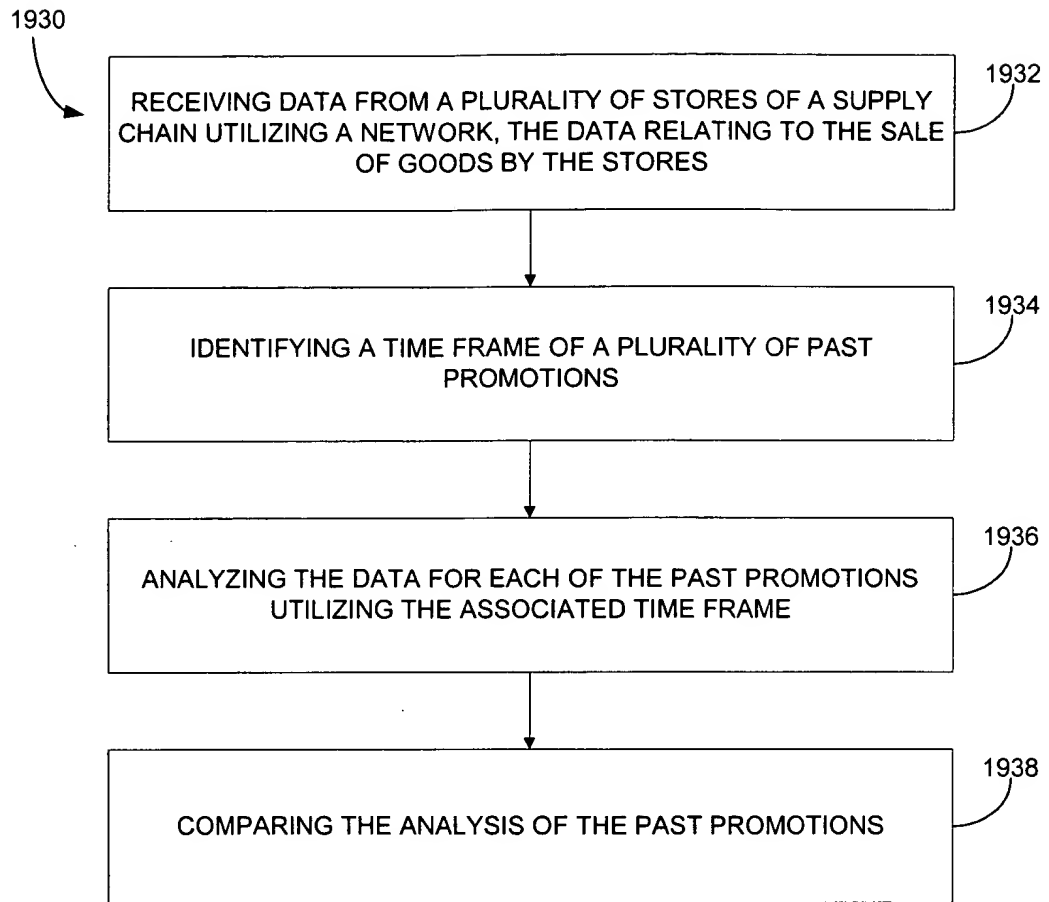
**FIG. 16**



**FIG. 17**



**FIG. 18**



**FIG. 19**



FIG. 20

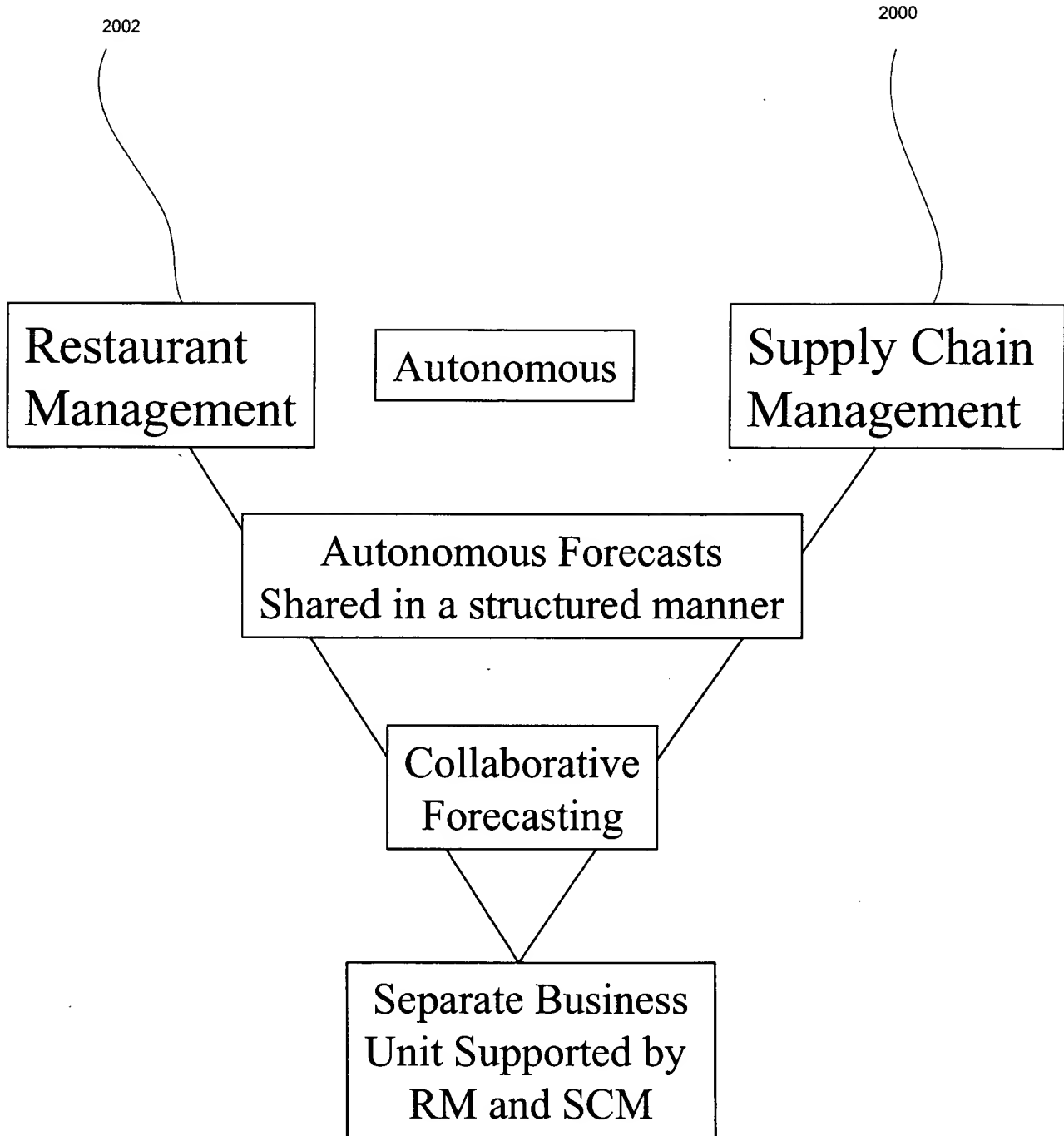


Fig. 20

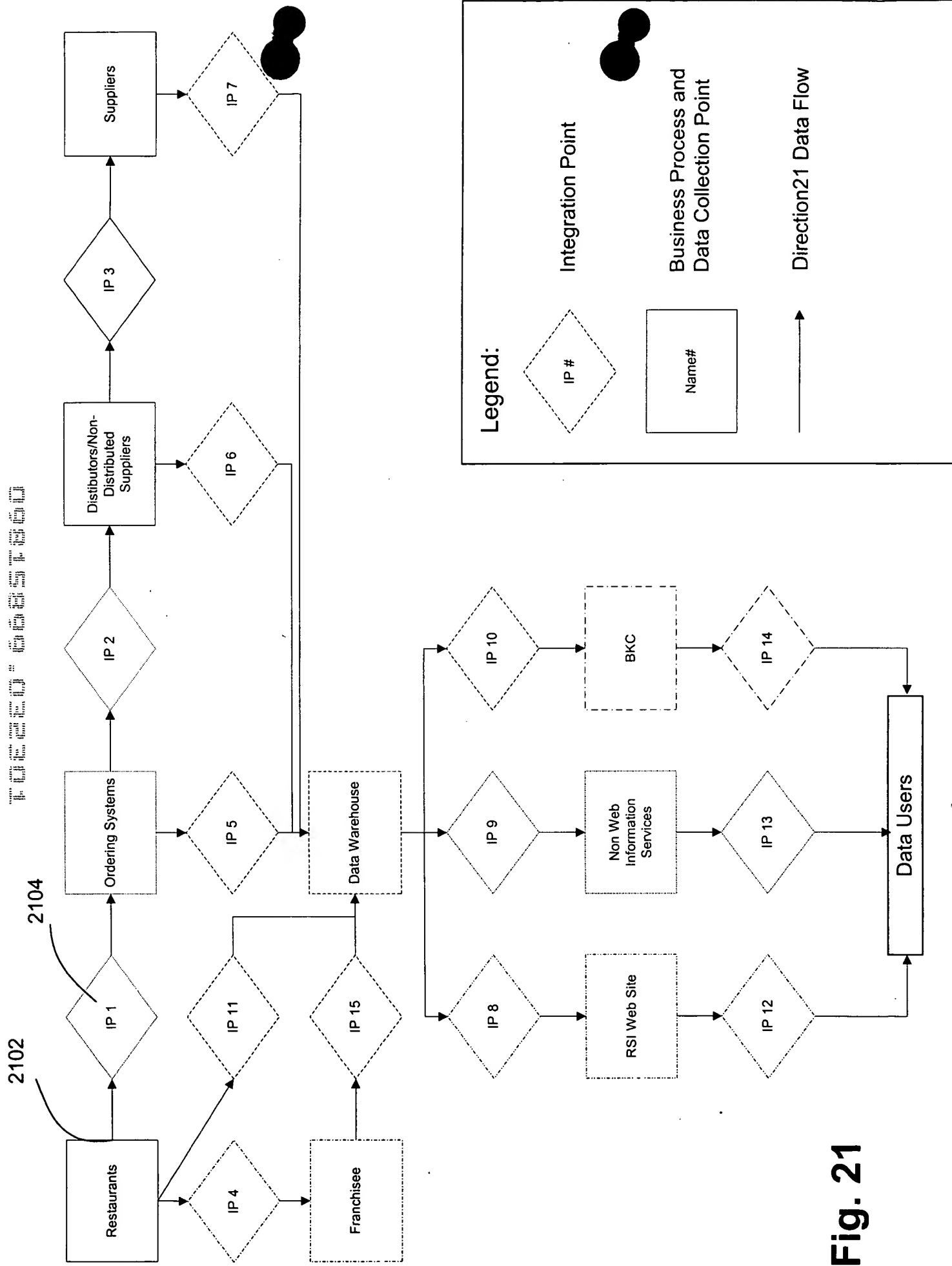


Fig. 21

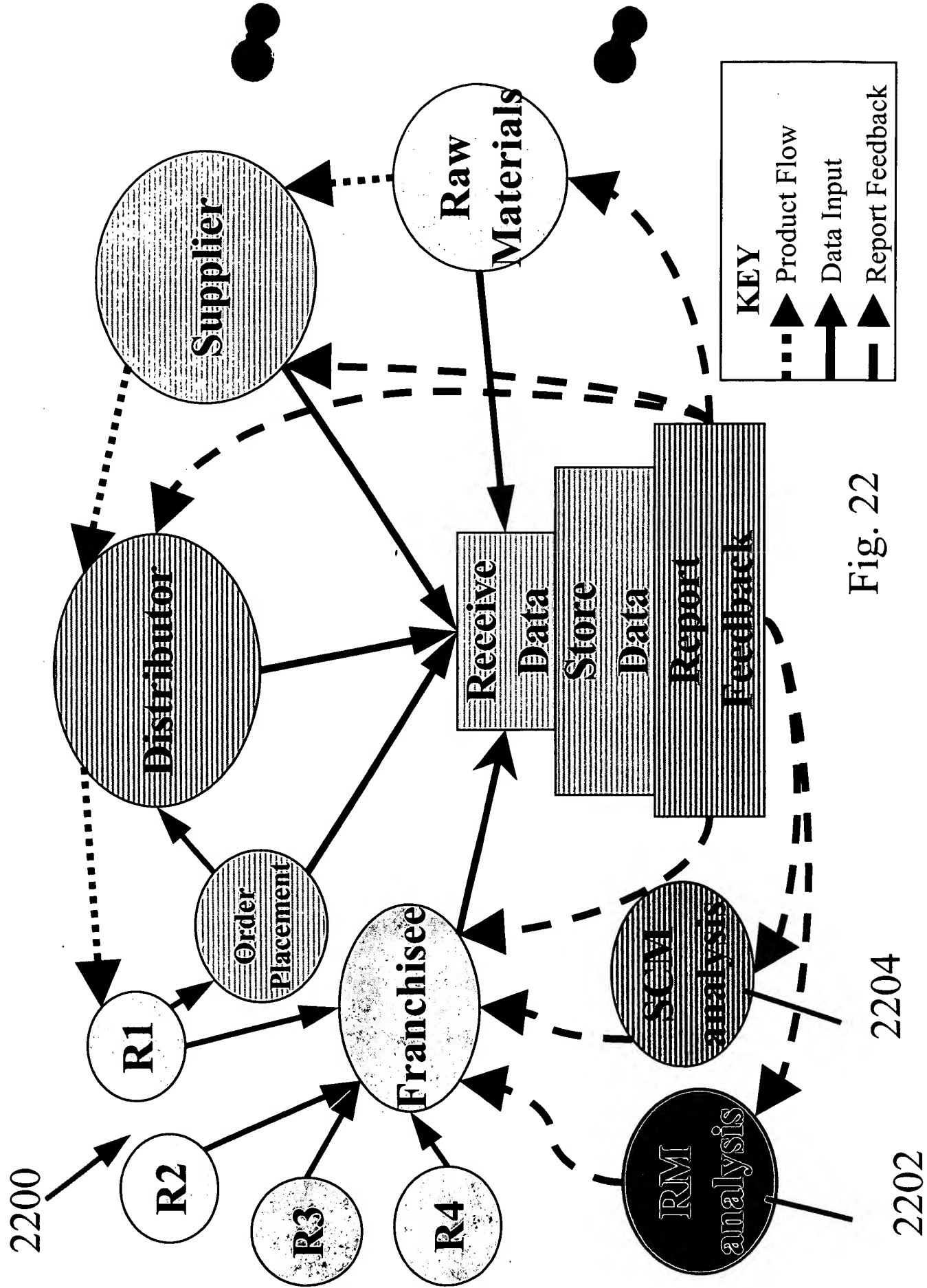
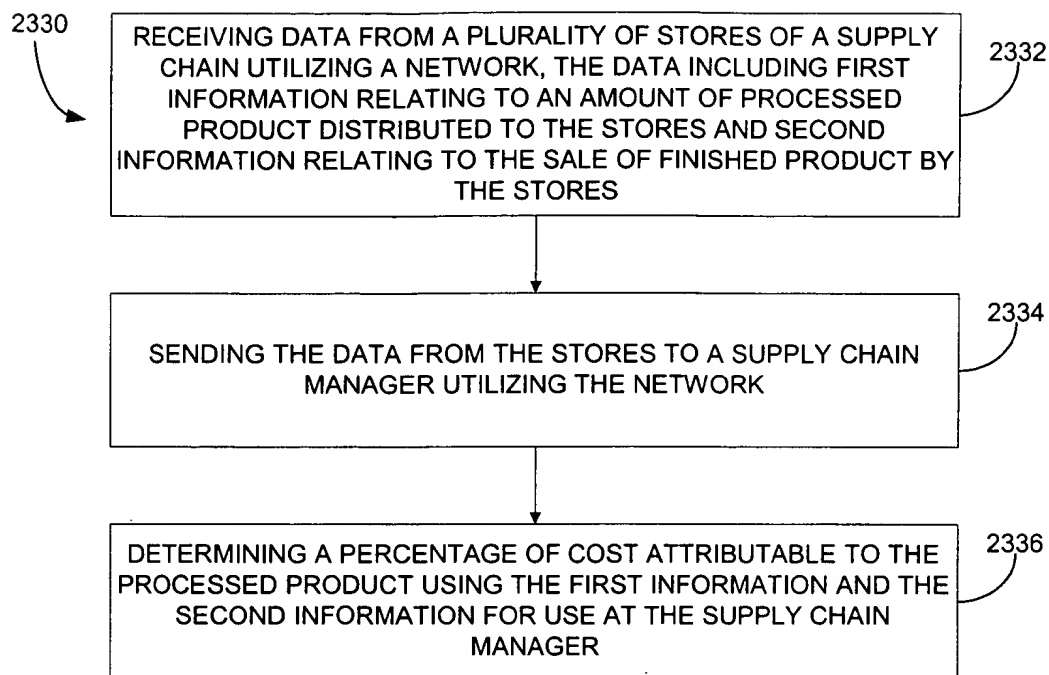


Fig. 22



**FIG. 23**

FIG. 24

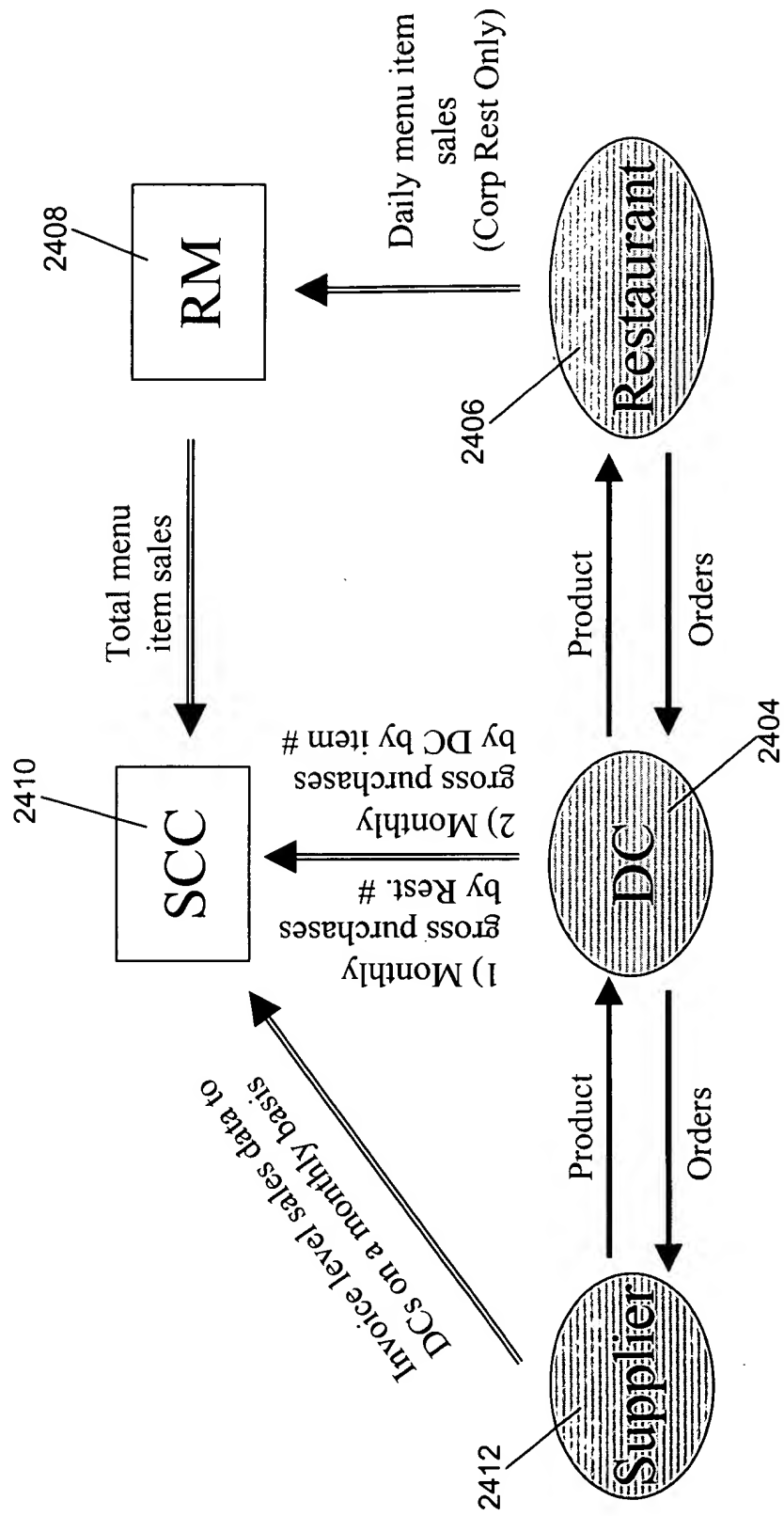
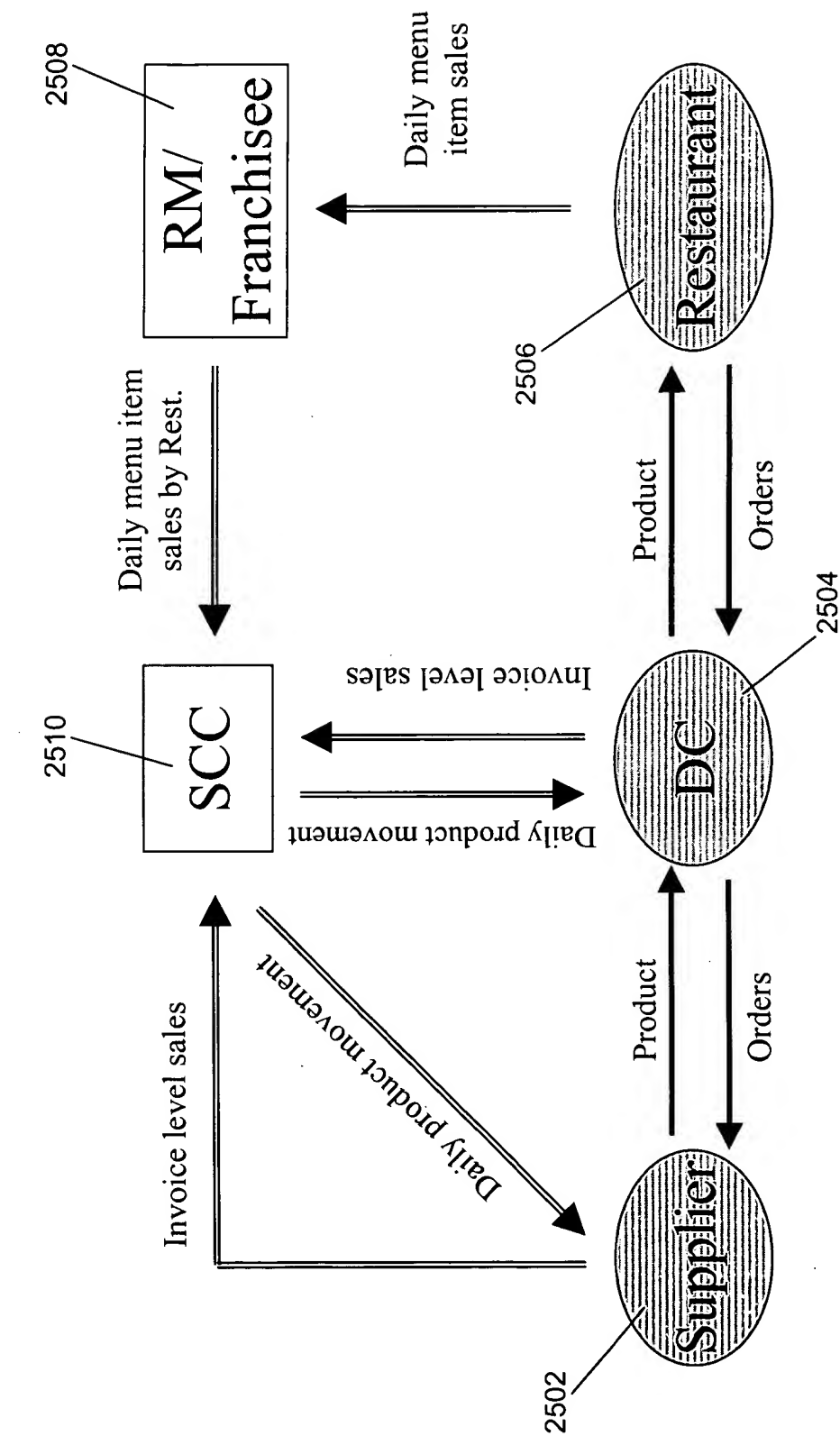



FIG. 25



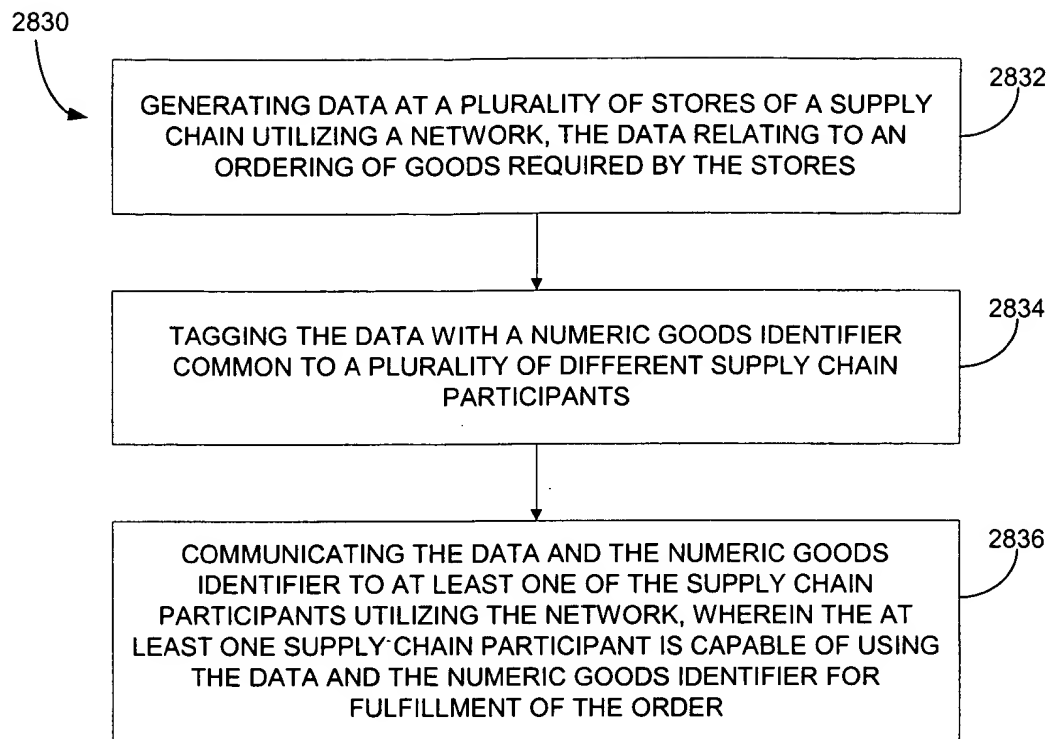


**FIG. 27**

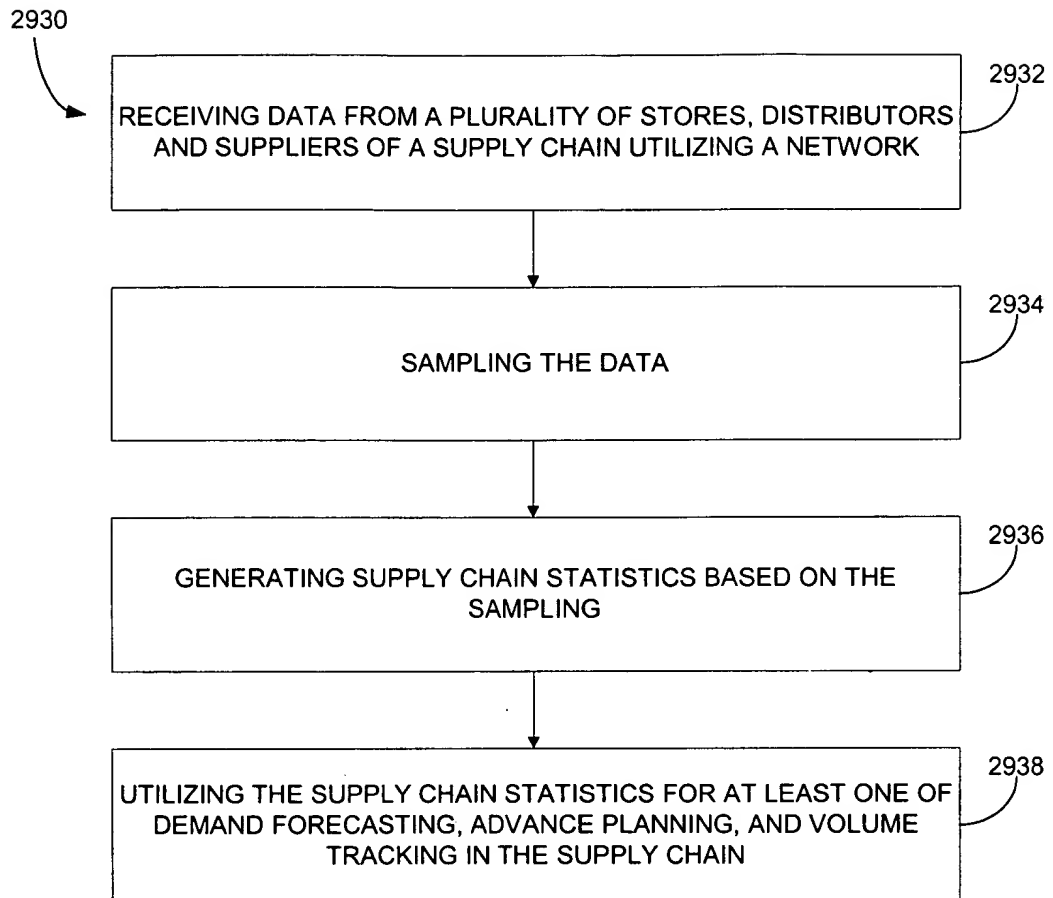
2700 

| Promotional Monitor - System & Regional                                  |                   |          |          |          |          |         |         |         |         |         |         |         |          |
|--|-------------------|----------|----------|----------|----------|---------|---------|---------|---------|---------|---------|---------|----------|
|  |                   | History  |          |          |          | Week #1 |         |         |         |         |         |         |          |
|  |                   | W-4      | W-3      | W-2      | W-1      | D+1     | D+2     | D+3     | D+4     | D+5     | D+6     | D+7     | Total    |
| Total Sales(\$/Store)  |                   | \$23,000 | \$23,500 | \$23,250 | \$23,450 | \$2,888 | \$3,150 | \$3,413 | \$3,413 | \$3,675 | \$5,513 | \$4,200 | \$26,250 |
| Menu Item Sales for Key Products(units/restaurant/week)                  |                   |          |          |          |          |         |         |         |         |         |         |         |          |
| Category   | Segment           |          |          |          |          |         |         |         |         |         |         |         |          |
| Whopper  | WHOPPERS          | 215      | 211      | 228      | 269      | 32      | 34      | 37      | 37      | 40      | 60      | 46      | 286      |
|  | WHOPPERS WICHEESE | 146      | 142      | 148      | 162      | 18      | 20      | 21      | 21      | 23      | 35      | 26      | 165      |
|  | YWWM WHOPPERS     | 699      | 679      | 714      | 813      | 94      | 103     | 111     | 111     | 120     | 180     | 137     | 857      |
| Whopper Total  |                   | 1,060    | 1,032    | 1,090    | 1,244    | 144     | 157     | 170     | 170     | 183     | 275     | 209     | 1,309    |
| Variance from Expected (Highlighted Areas are Outside of Expected Range) |                   |          |          |          |          |         |         |         |         |         |         |         |          |
| Whopper  | WHOPPERS          | 11.4%    | -9.8%    | -23.2%   | -4.6%    | 2.3%    | 3.0%    | 1.0%    | 4.0%    | 11.0%   | 16.0%   | 8.0%    | 6.5%     |
|  | WHOPPERS WICHEESE | 8.1%     | -8.4%    | -24.5%   | -5.8%    | 1.0%    | 4.0%    | 1.0%    | 4.0%    | 13.0%   | 14.0%   | 9.0%    | 6.6%     |
|  | YWWM WHOPPERS     | 12.2%    | -10.7%   | -22.5%   | -1.9%    | 3.0%    | 3.0%    | 1.0%    | 5.0%    | 16.0%   | 19.0%   | 7.0%    | 7.7%     |
| Whopper Total  |                   | 10.6%    | -9.6%    | -23.4%   | -4.1%    | 2.1%    | 3.3%    | 1.0%    | 4.3%    | 13.3%   | 16.3%   | 8.0%    | 6.9%     |





**FIG. 28**



**FIG. 29**

TABLE "665T360"

3000

|                      |                |
|----------------------|----------------|
| Distribution Center: | Alliant Topeka |
|----------------------|----------------|

|                         |        |
|-------------------------|--------|
| Time Period (Month/Yr): | Jun-00 |
|-------------------------|--------|

### Delivery Order Fill Rate

|                      |       |
|----------------------|-------|
| Total Cases Ordered: | 65712 |
|----------------------|-------|

3002

|             |                |         |          |                |                             |                  |  |  |       |
|-------------|----------------|---------|----------|----------------|-----------------------------|------------------|--|--|-------|
| Operations: |                |         |          |                |                             |                  |  |  |       |
| Cases:      | Warehouse Outs | Damages | MisPicks | Short on Truck | Overlooked and Not Returned | Total Operations |  |  |       |
| Percent     | 154            | 68      | 62       | 284            |                             | 568              |  |  |       |
|             | 0.23%          | 0.10%   | 0.09%    | 0.43%          | 0.00%                       |                  |  |  | 0.86% |

3004

|             |               |               |             |                  |
|-------------|---------------|---------------|-------------|------------------|
| Purchasing: | Out of Stocks | Substitutions | Out of Code | Total Purchasing |
| Cases:      | 990           | 70            |             | 1060             |
| Percent:    | 1.51%         | 0.11%         | 0.00%       | 1.61%            |

|                            |       |         |
|----------------------------|-------|---------|
| Distribution Center Total: | Cases | Percent |
| Operations:                | 568   | 0.86%   |
| Purchasing:                | 1060  | 1.61%   |
| Grand Total:               | 1628  | 2.48%   |

|                           |        |
|---------------------------|--------|
| Delivery Order Fill Rate: | 97.52% |
|---------------------------|--------|

### On-Time Delivery Rate

|                          |       |
|--------------------------|-------|
| Total # of Deliveries:   | 1232  |
| # of On-Time Deliveries: |       |
| On-Time Delivery Rate:   | 0.00% |

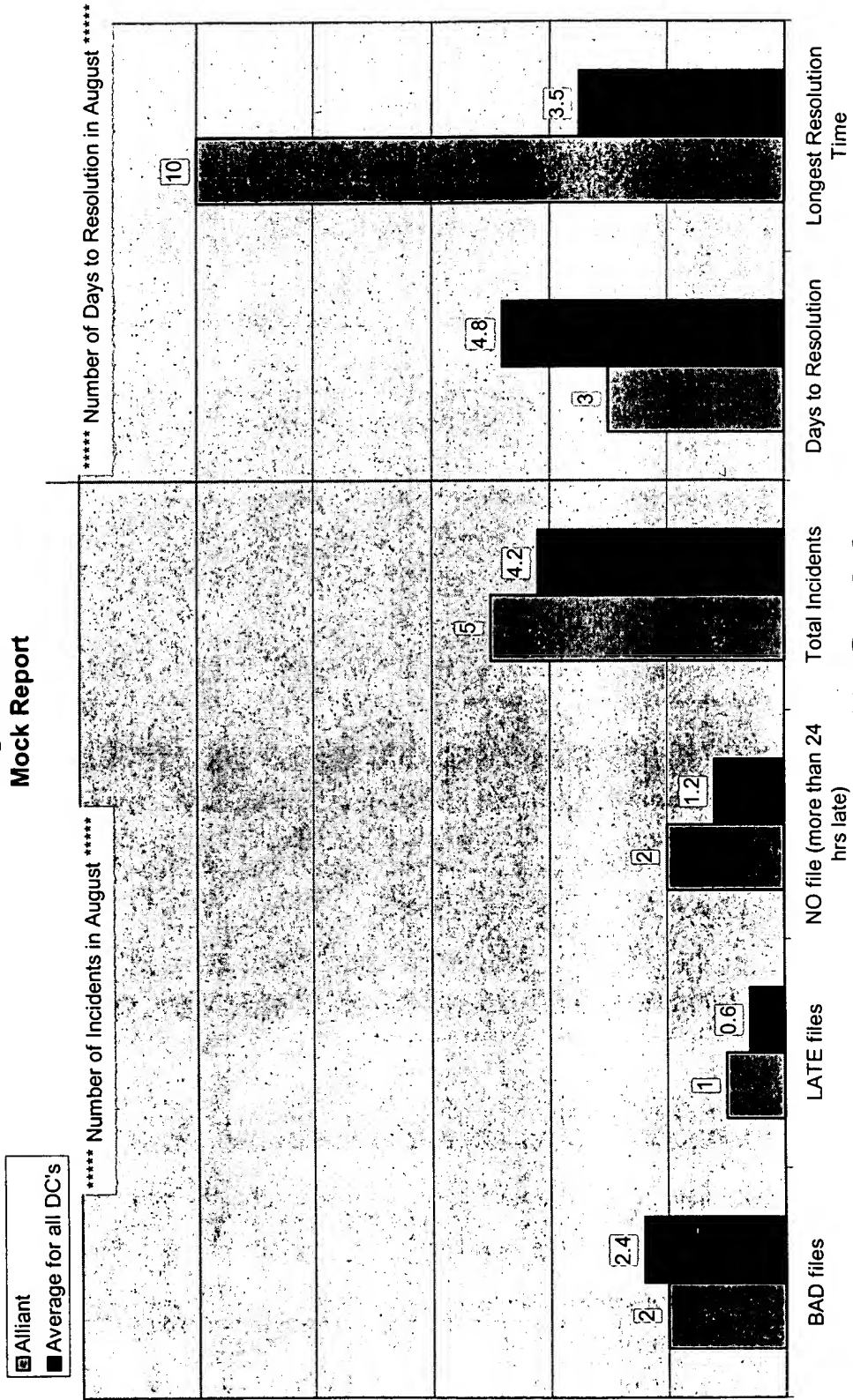
### Perfect Order Rate

|                            |        |
|----------------------------|--------|
| Total # of Deliveries:     | 1232   |
| Total # of Perfect Orders: | 725    |
| Perfect Order Rate:        | 58.85% |

FIG. 30

3100

**Alliant - Monthly DC Data Feed Performance  
August 2000  
Mock Report**



**FIG. 31**



# Service Level Reporting

August

3200

|                        | Fill Rate | On - Time | Perfect Order |
|------------------------|-----------|-----------|---------------|
| Alliant Paducah        | 99.14%    | 90.05%    |               |
| Alliant Tropaka        |           |           |               |
| Alliant Wixom          | 99.05%    | 89.71%    |               |
| King Atlanta           | 99.34%    | 92.91%    | 78.70%        |
| King Jacksonville      | 99.35%    | 91.55%    | 80.00%        |
| King Louisville        | 99.48%    | 91.55%    | 86.88%        |
| Maines 29 Conklin      | 99.41%    |           | 79.25%        |
| Maines 30 Cleveland    |           |           |               |
| Maines Long Island     | 99.41%    |           |               |
| Maines New England     | 99.38%    |           |               |
| MBM Fullerton          | 98.13%    | 82.15%    | 79.83%        |
| MBM Lewisville         | 99.11%    | 92.95%    | #DIV/0!       |
| MBM Orlando            | 99.74%    | 91.60%    | #DIV/0!       |
| MBM Rocky Mount        | 99.13%    | 92.48%    | #DIV/0!       |
| McCabe's               | 99.80%    | 99.72%    | 86.84%        |
| McLane Lubbock         | #DIV/0!   | #DIV/0!   | #DIV/0!       |
| Nicholas & Co.         | 99.63%    | 86.04%    | 85.97%        |
| PFD Supply             | 99.16%    | 90.79%    | 80.12%        |
| PFG Victoria           | 99.42%    | #DIV/0!   |               |
| PYA Monarch            | 99.20%    | 97.79%    |               |
| Reinhart Cedar Rapids  | 99.05%    | 90.65%    |               |
| Reinhart Oak Creek     | 99.31%    | 91.69%    |               |
| Reinhart Rogers        | 99.50%    | 85.19%    |               |
| Restaurants NW         | 99.03%    | 99.07%    | 80.47%        |
| Shamrock Commerce City | 99.54%    | 94.68%    | 85.13%        |
| Shamrock Phoenix       | 98.81%    | 93.88%    |               |
| Sigma Harrisburg       | 99.69%    |           | 82.88%        |
| Sigma Stockton         | 99.69%    |           |               |
| Sysco                  | 99.68%    | 100.00%   | 92.47%        |

|         | Fill Rate | On - Time | Perfect Order |
|---------|-----------|-----------|---------------|
| BKC Min | 98.50%    | 90.00%    | 78.00%        |
| RSI Min | 99.50%    | 90.00%    | 80.00%        |

|                      |
|----------------------|
| OK                   |
| Didn't meet RSI Min. |
| Didn't meet BK Min.  |

FIG. 32

**FIG. 33**

3300

**Vendor:**

XYZ Company

**Time Period:**

Aug-00

3300

**Delivery Statistics:**

DC Requested Lead-Time  
DC Adherence to Lead-Time  
Days Delivery Late  
On-Time Delivery Percentage  
Hours Delivery Late

|      |
|------|
| 4    |
| 95%  |
| 1.7  |
| 95%  |
| 0.93 |

**Invoice, Payment and Pricing:**

Days for Payment  
Monthly FOB Variance  
Monthly Freight Variance  
Monthly Total Variance

|           |
|-----------|
| 12        |
| \$ 30,152 |
| \$ 3,594  |
| \$ 33,746 |

**Invoice Accuracy:**

Invoice Fill Rate  
PO Accepted Rate  
Perfect Order Percentage

|        |
|--------|
| 97.25% |
| 99.00% |
| 92.34% |

**Inventory Management:**

Average Days On Hand  
SKU #1  
SKU #2  
Max Days On Hand  
SKU #1  
SKU #2

|    |
|----|
| 19 |
| 22 |
| 40 |
| 32 |

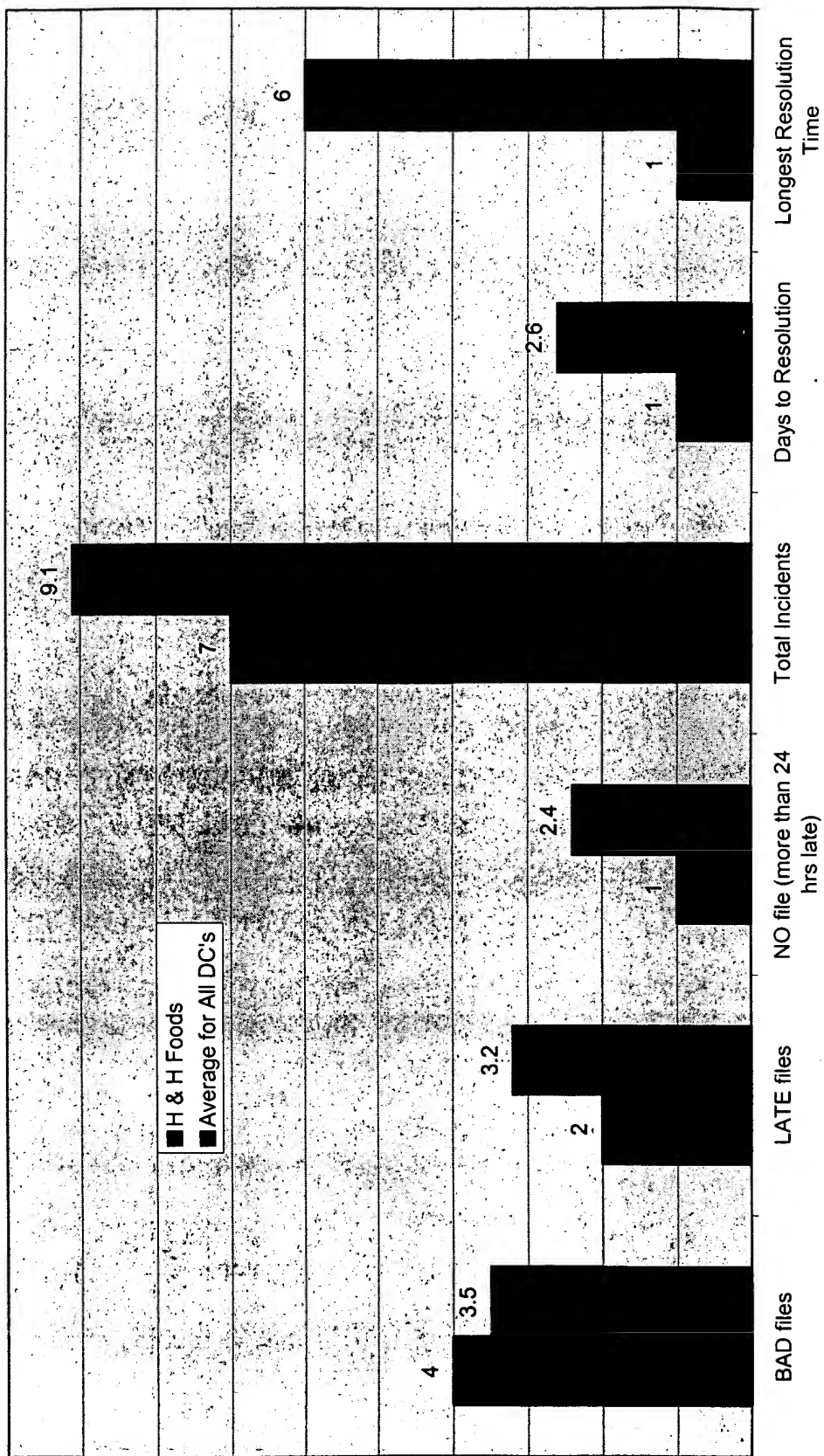
Monthly Carrying Cost  
SKU #1  
SKU #2  
Average as % FOB

|           |
|-----------|
| \$ 42,513 |
| \$ 12,589 |
| 1.25%     |

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance  
August 2000  
Mock Report

3400 ↗





3500

# FIG. 35

## Service Level Reporting

### November - Mock Report

|                                 | Monthly Total Overcharge | Perfect Order Percentage | Monthly Carrying % Invoice FOB |
|---------------------------------|--------------------------|--------------------------|--------------------------------|
| GOODIES                         | \$11904                  |                          | 2233%                          |
| COMARK INSTRUMENTS, INC.        | \$41861                  |                          |                                |
| WHITEFORD FOODS, INC.           | \$0                      | 97.5%                    | 2741%                          |
| LEPAGE/BAKERY / COUNTRY KITCHEN | \$3700                   |                          |                                |
| NCR-SYSTEMEDIA                  | \$0                      | 92.1%                    | 216%                           |
| SIGNATURE MEATS GROUP           | \$0                      |                          | 194%                           |
| SCHWEBEL'S BAKING CO.           | \$0                      | 85.1%                    | 1150%                          |
| MAUI CUP                        | \$0                      |                          |                                |
| MIRA PLASTICS                   | \$0                      |                          | 125%                           |
| DIXIE PRODUCE & PACKAGING       |                          |                          |                                |
| NOR-LAKE, INC.                  |                          |                          |                                |
| FORT JAMES OPERATING COMPANY    | \$0                      |                          | 1746%                          |
| FRESH ADVANTAGE, KC             | \$0                      | 88.6%                    | 1190%                          |
| SILVER KING - MN - CORP.        |                          |                          |                                |
| TYSON FOODS                     | \$0                      |                          |                                |
| READY ACCESS                    |                          |                          |                                |
| GEORGIA PACIFIC TISSUE          |                          |                          | 244%                           |
| CLOUGHERTY PACKING              |                          | 94.8%                    | 2151%                          |
| BEVERAGE - AIR                  | \$0                      | 83.4%                    |                                |
| COMPONENT HARDWARE GROUP, INC.  |                          |                          | 206%                           |
| COCA - COLA USA                 | \$0                      |                          |                                |
| TOASTMASTER                     | \$11909                  | 93.5%                    | 1155%                          |
| GRANT COUNTY FOODS              |                          | 96.3%                    | 220%                           |
| FRESH EXPRESS                   | \$0                      |                          |                                |
| TAYLOR FARMS                    |                          |                          | 1104%                          |
| MODULAR DISPENSING SYSTEM       | \$0                      |                          |                                |
| CENTURY PRODUCTS, LLC           | \$3423                   |                          |                                |
| ROSE PACKING COMPANY            |                          | 93.3%                    | 2198%                          |

|         | Monthly Total Overcharge | Perfect Order Percentage | Monthly Carrying % Invoice FOB |
|---------|--------------------------|--------------------------|--------------------------------|
|         | \$5,000.00               | 92.00%                   | 3.00%                          |
| RSI Min |                          |                          |                                |

|                      |
|----------------------|
| OK                   |
| Didn't meet RSI Min. |



3600

### Mock Report/1

|  | FY 01 | Oct-00 | Nov-00 | Dec-00 | Jan-01 | Feb-01 | Mar-01 | Apr-01 | May-01 |
|--|-------|--------|--------|--------|--------|--------|--------|--------|--------|
|--|-------|--------|--------|--------|--------|--------|--------|--------|--------|

#### Food Cost Index

|        |       |       |       |       |        |        |        |        |       |
|--------|-------|-------|-------|-------|--------|--------|--------|--------|-------|
| Plan   | 99.75 | 99.69 | 99.20 | 98.63 | 100.33 | 100.49 | 101.12 | 100.44 | 99.92 |
| Actual |       | 99.10 | 98.90 |       |        |        |        |        |       |

Variance  
Good/(Bad)

0.59

0.30

#### Total Dollar Purchases (in Millions) /2

|        |            |          |          |          |          |          |          |          |          |
|--------|------------|----------|----------|----------|----------|----------|----------|----------|----------|
| Plan   | \$2,237.24 | \$183.98 | \$182.73 | \$184.54 | \$187.33 | \$187.03 | \$189.14 | \$187.47 | \$186.83 |
| Actual |            | \$182.84 | \$182.08 |          |          |          |          |          |          |

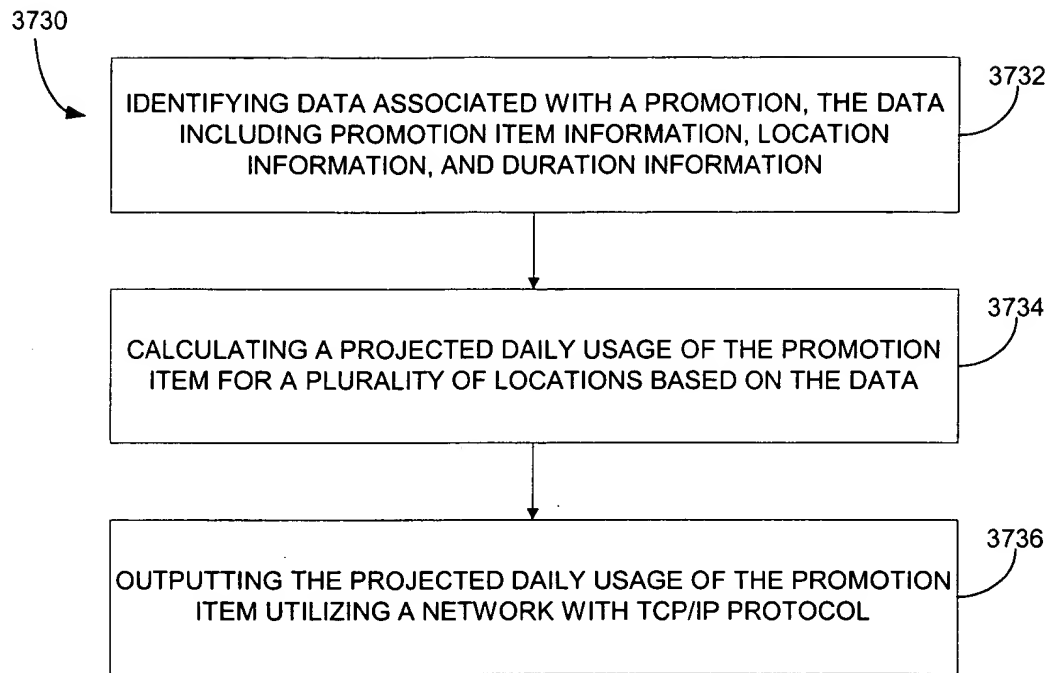
Variance  
Good/(Bad)

\$1.14  
0.6%

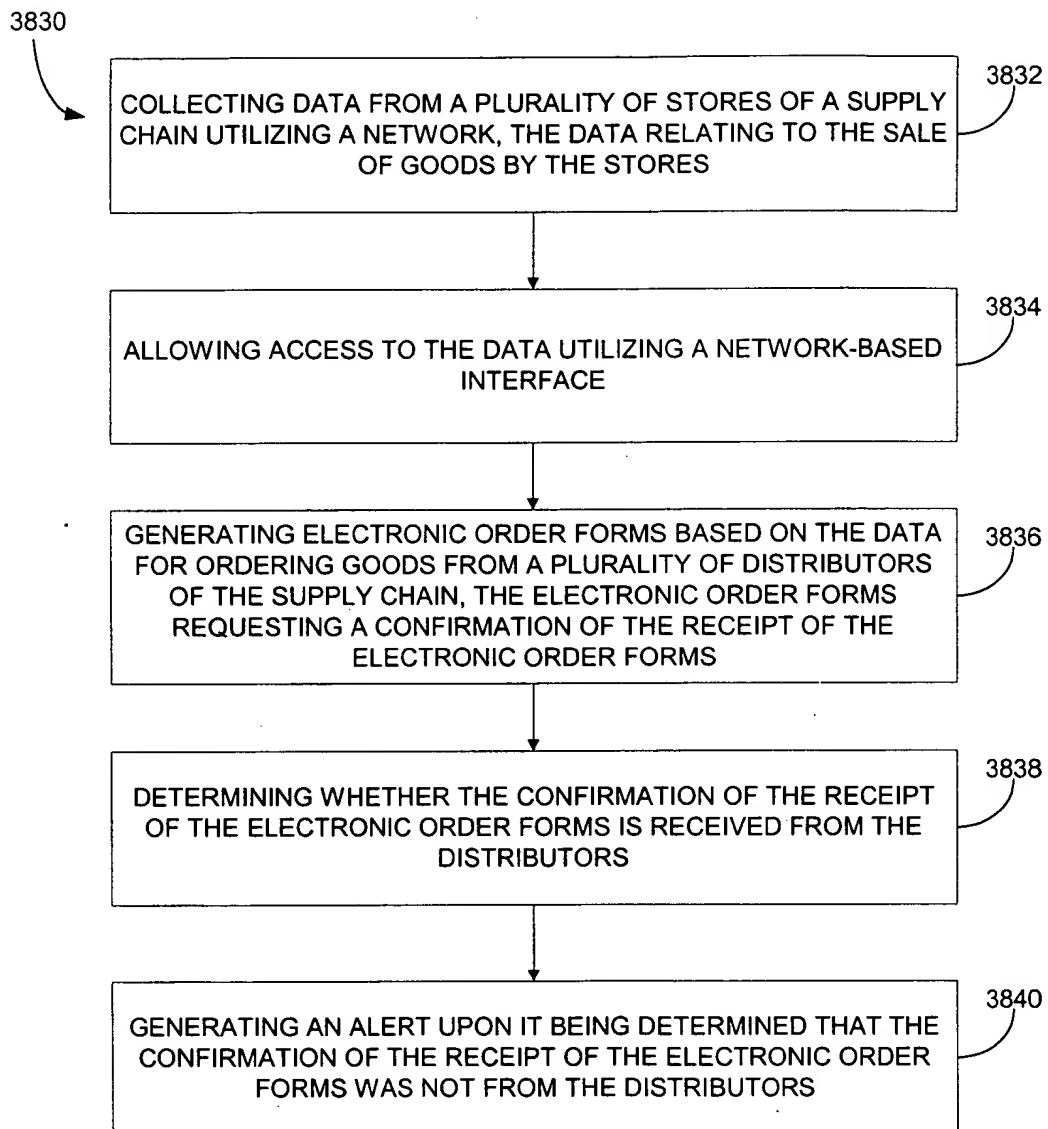
\$0.65  
0.4%

/1 Includes on food cost index items.  
/2 Based on FY 99 Sales Volumes

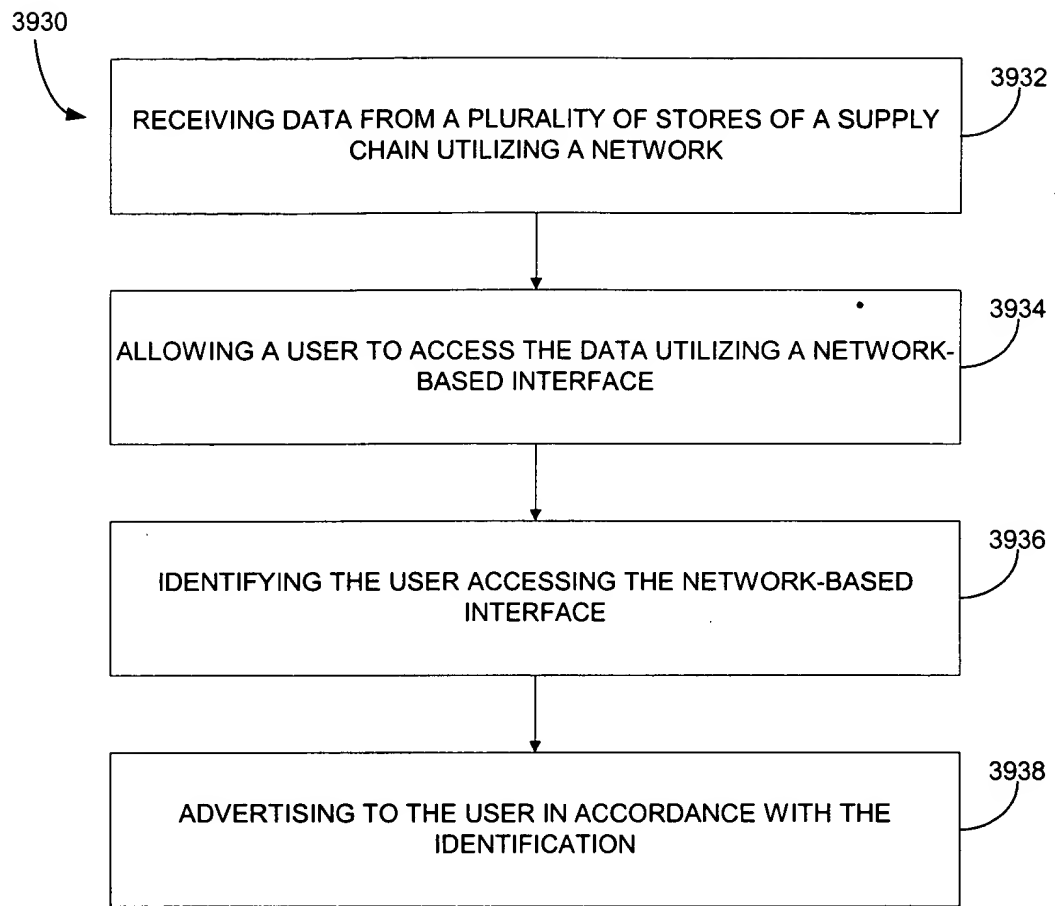
FIG. 36



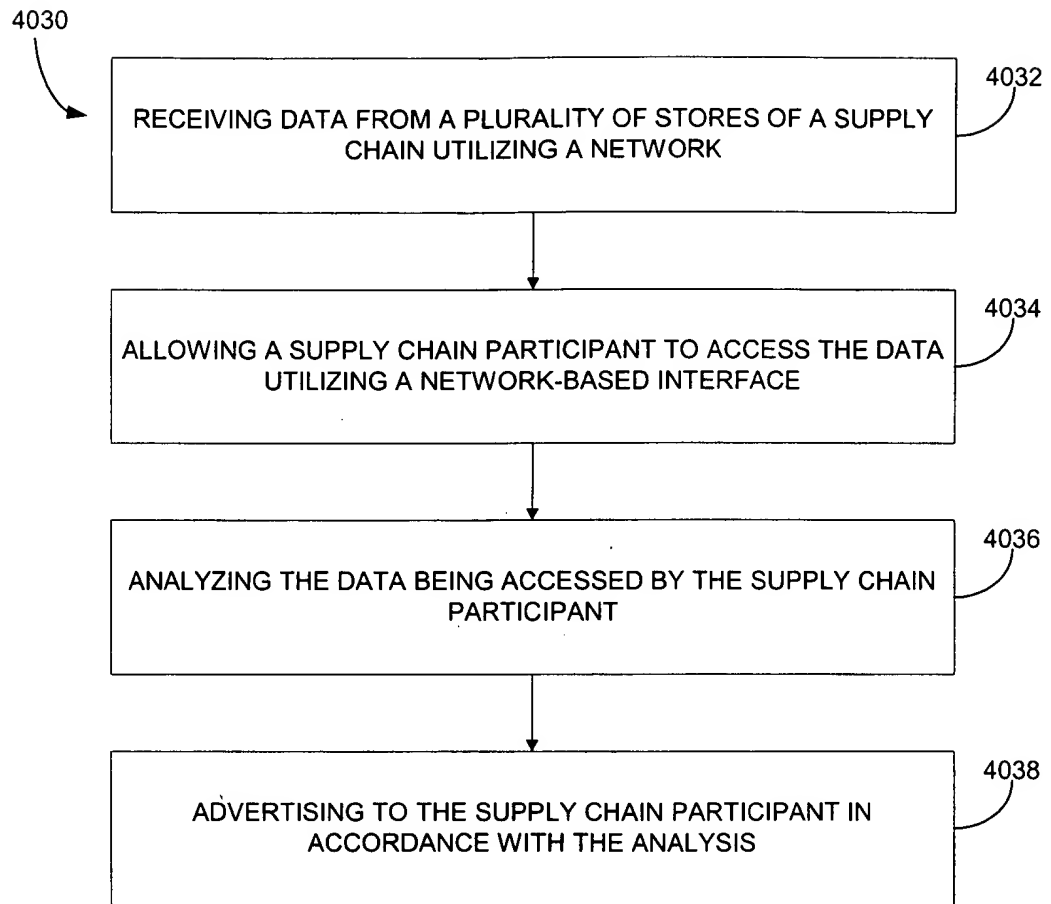
**FIG. 37**



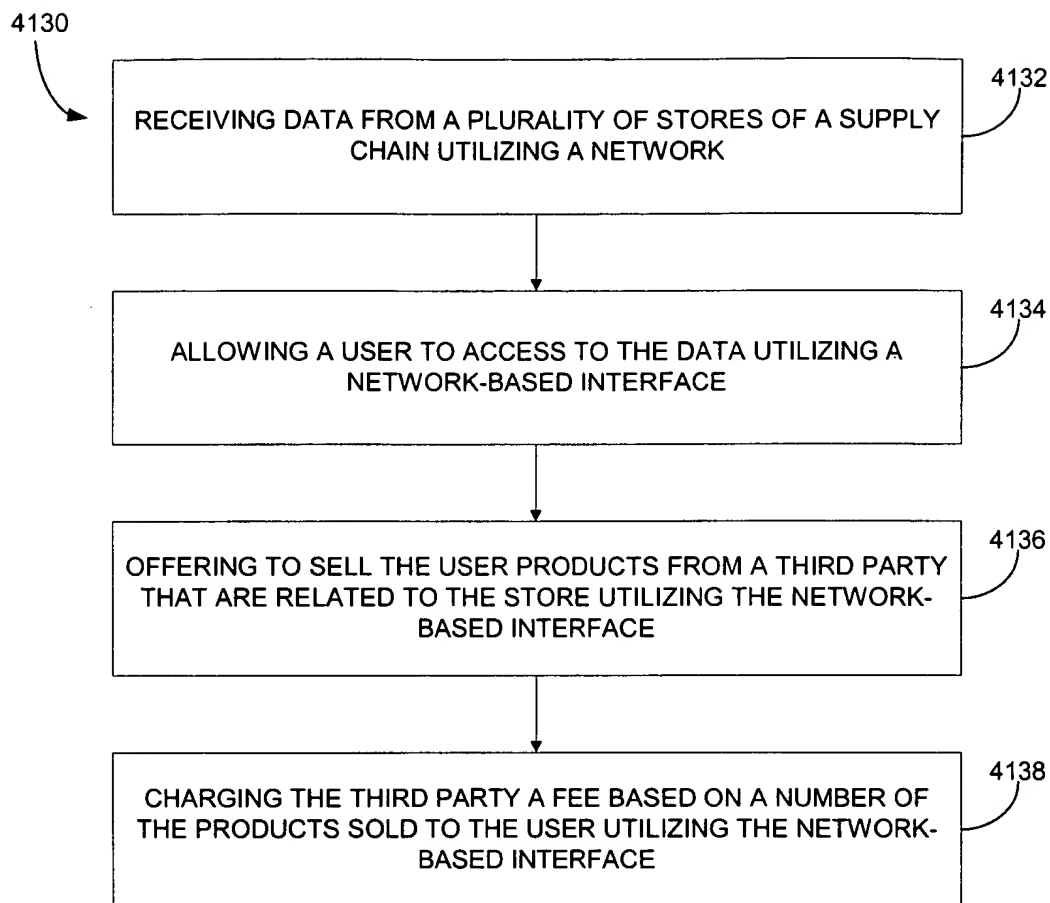
**FIG. 38**



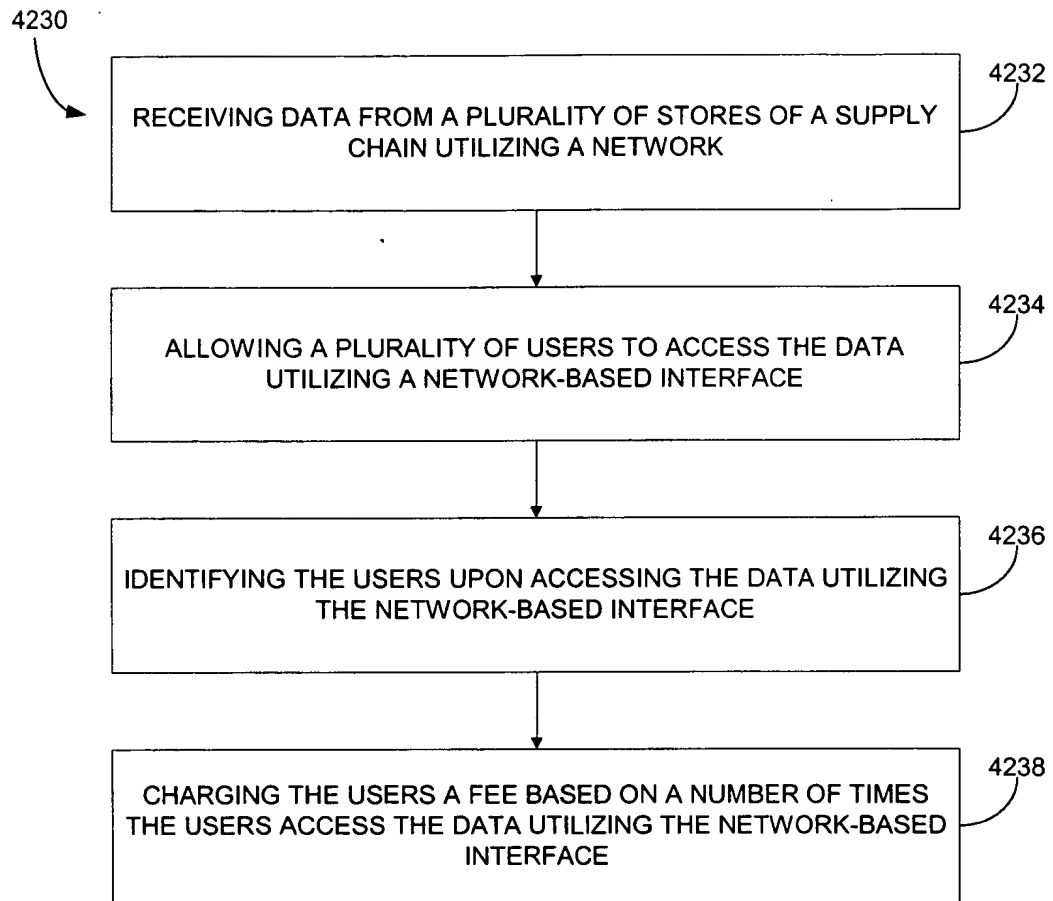
**FIG. 39**



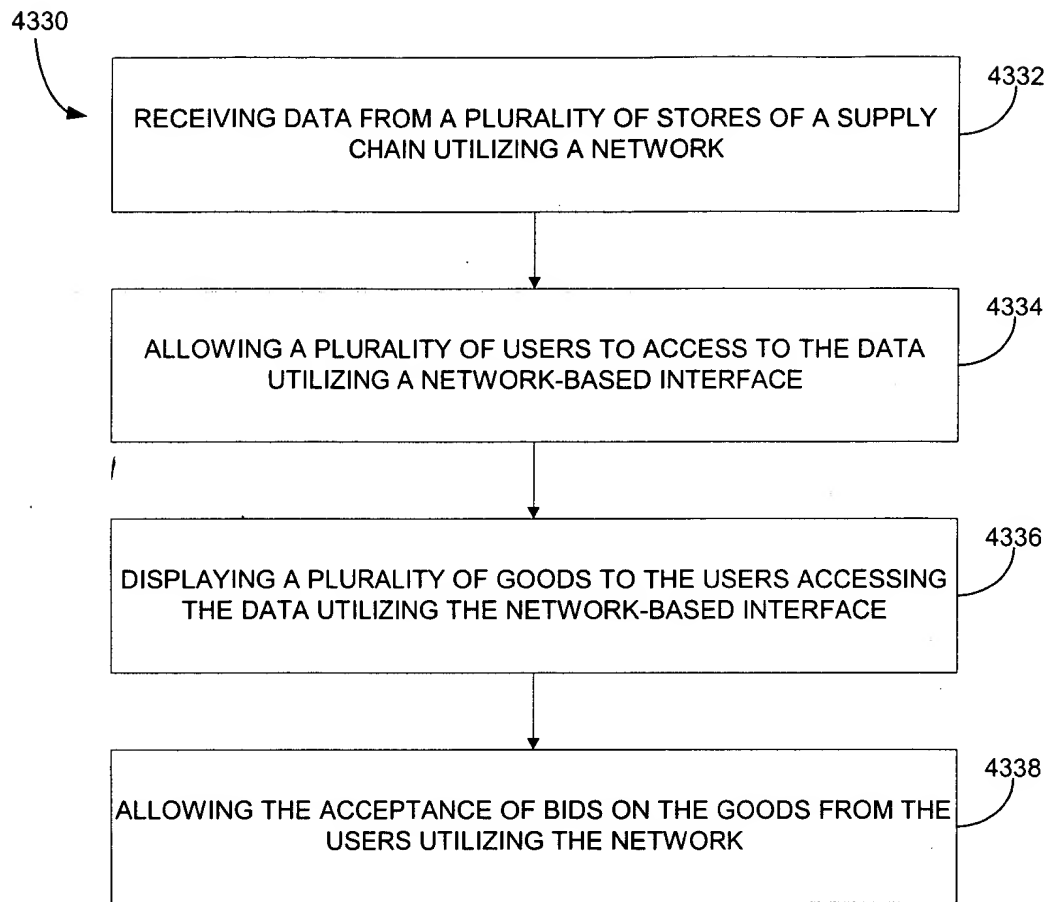
**FIG. 40**



**FIG. 41**

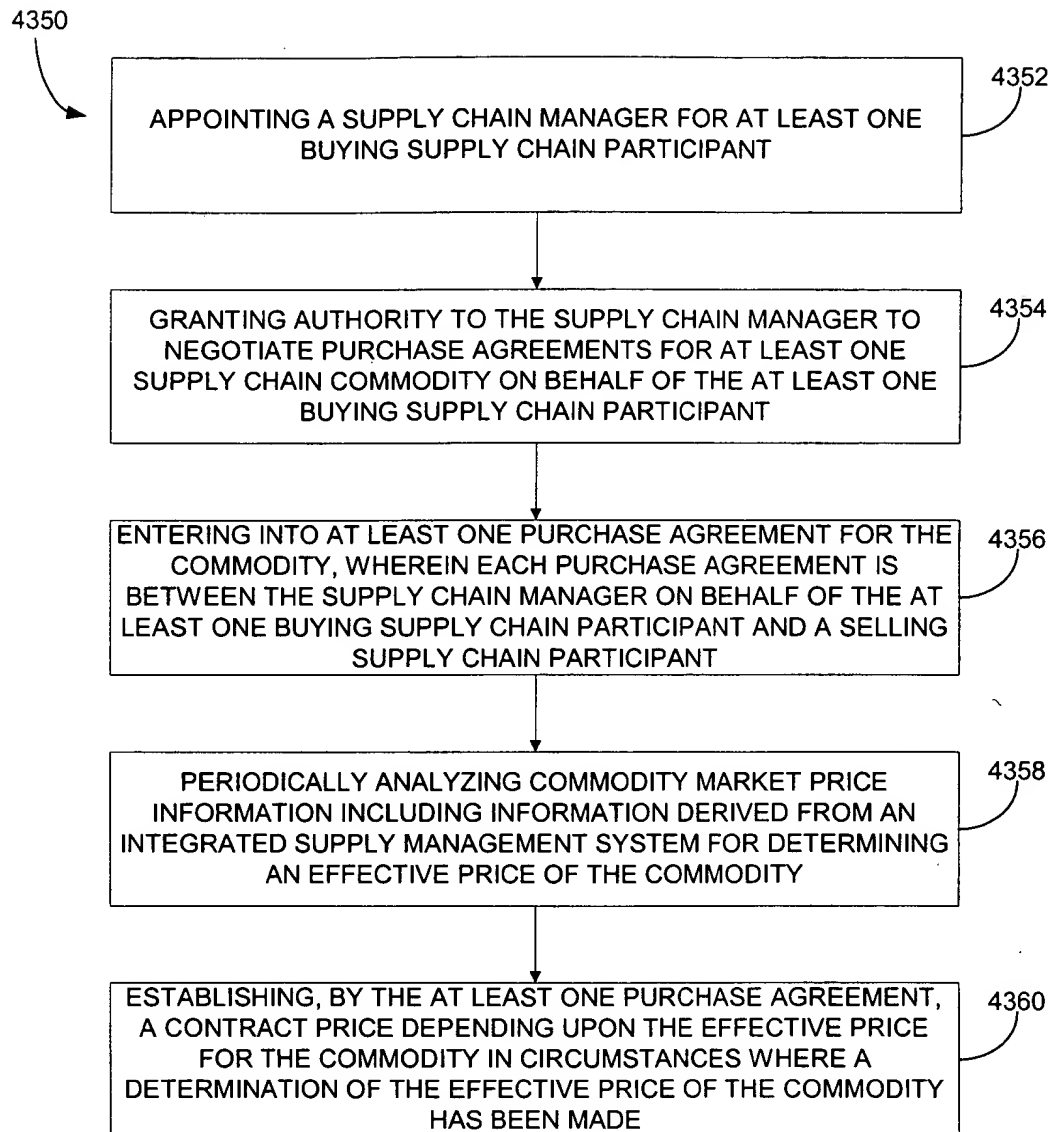


**FIG. 42**

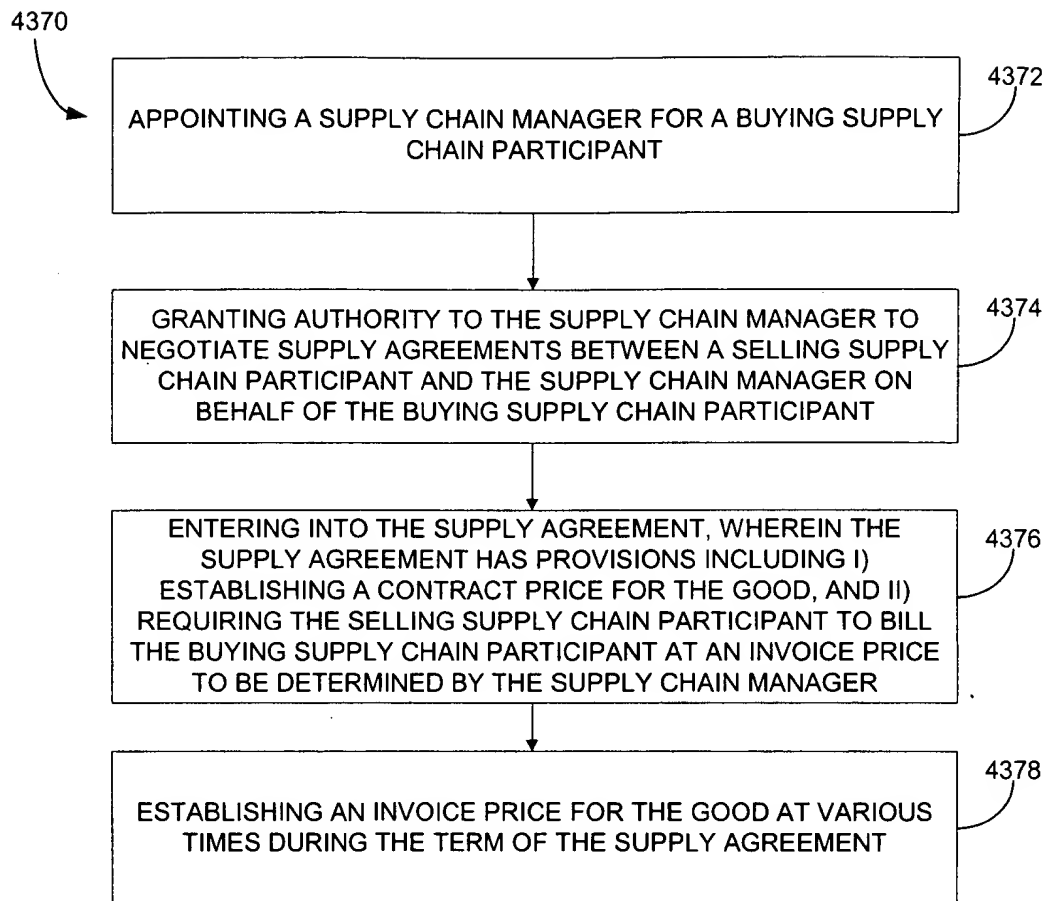


**FIG. 43A**

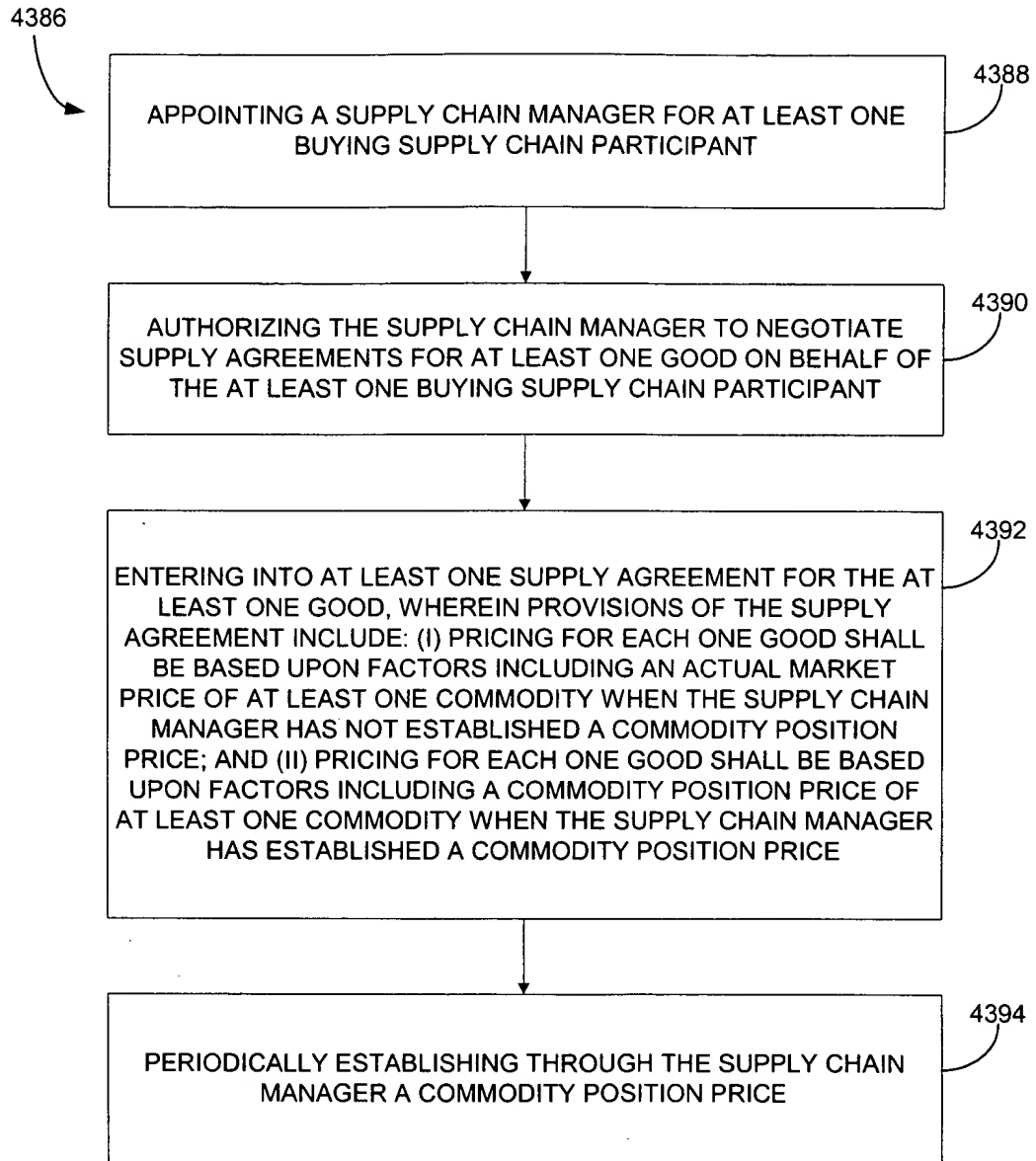




**FIG. 43B**



**FIG. 43C**



**FIG. 43D**

FIG. 44

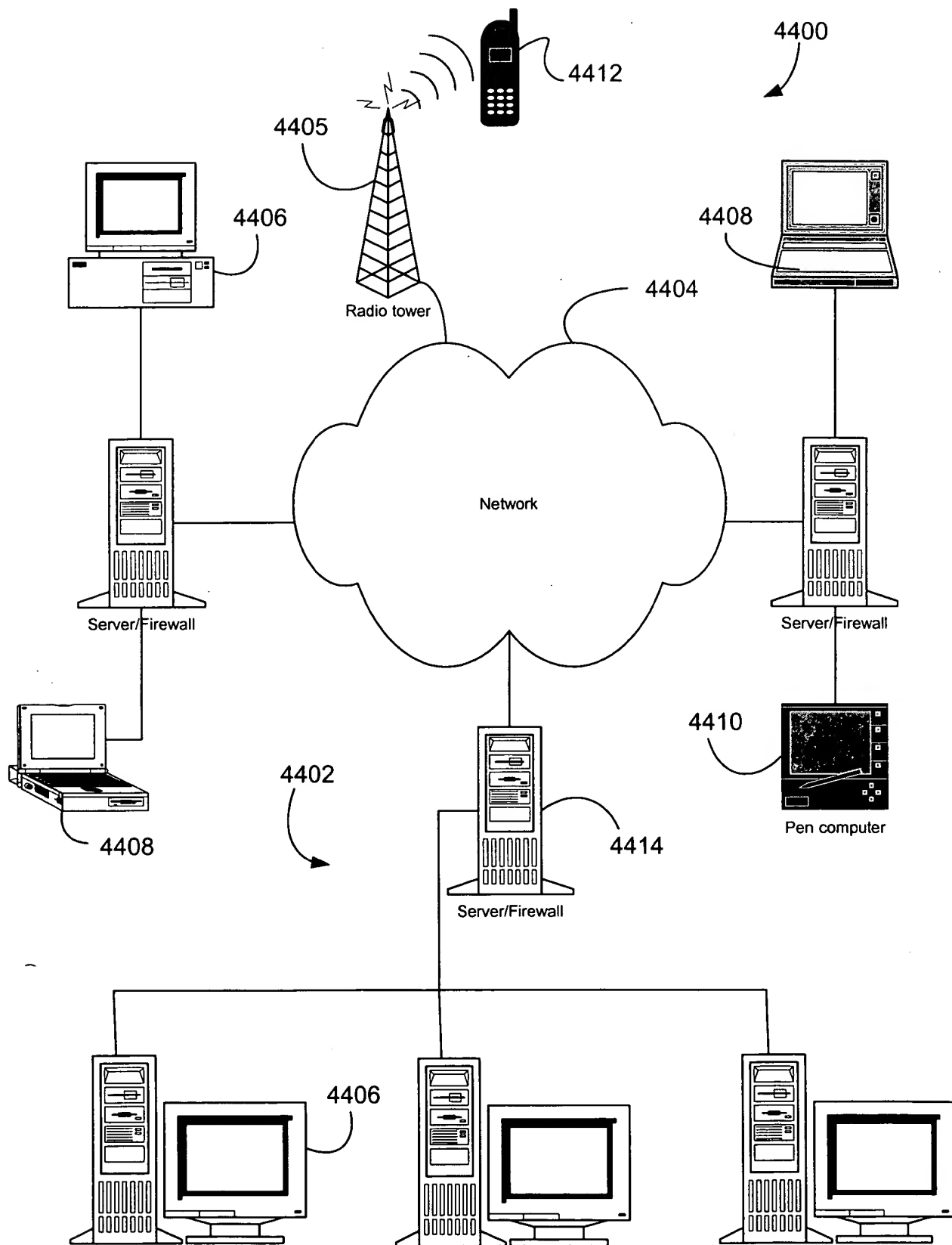


FIG. 44

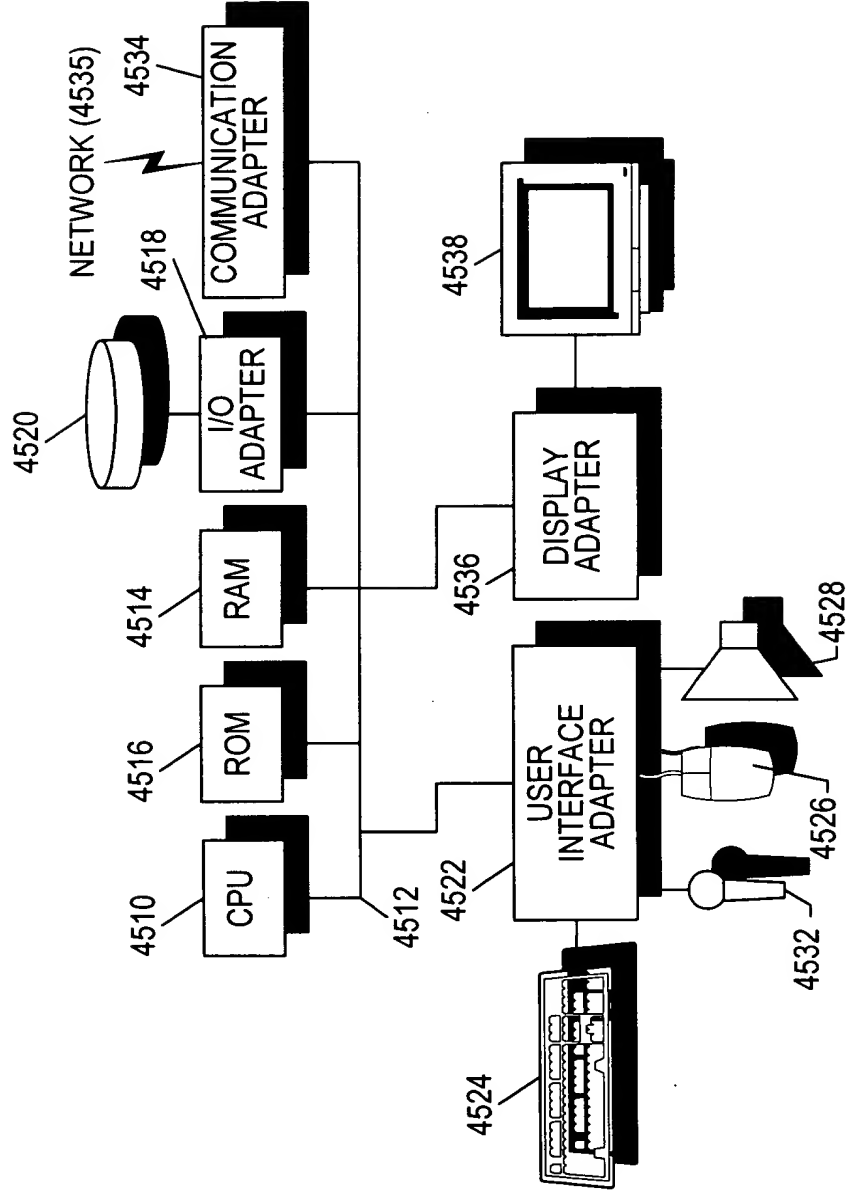
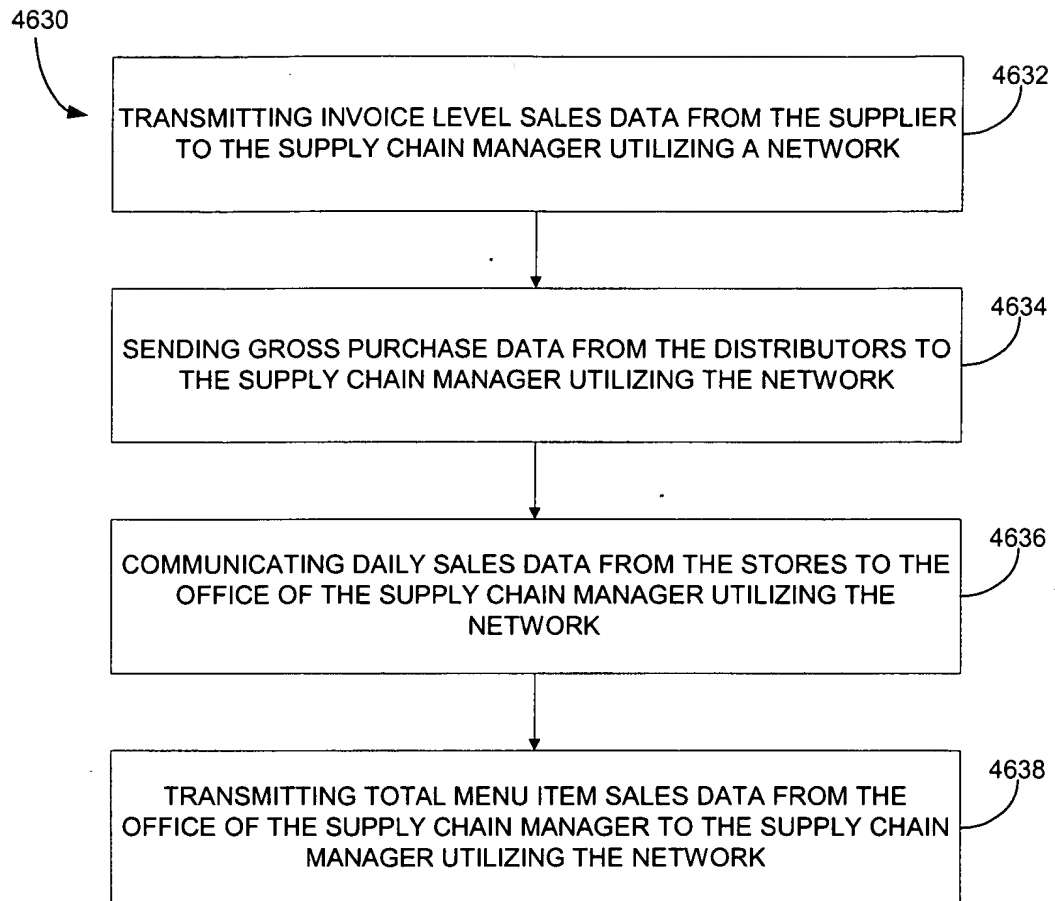
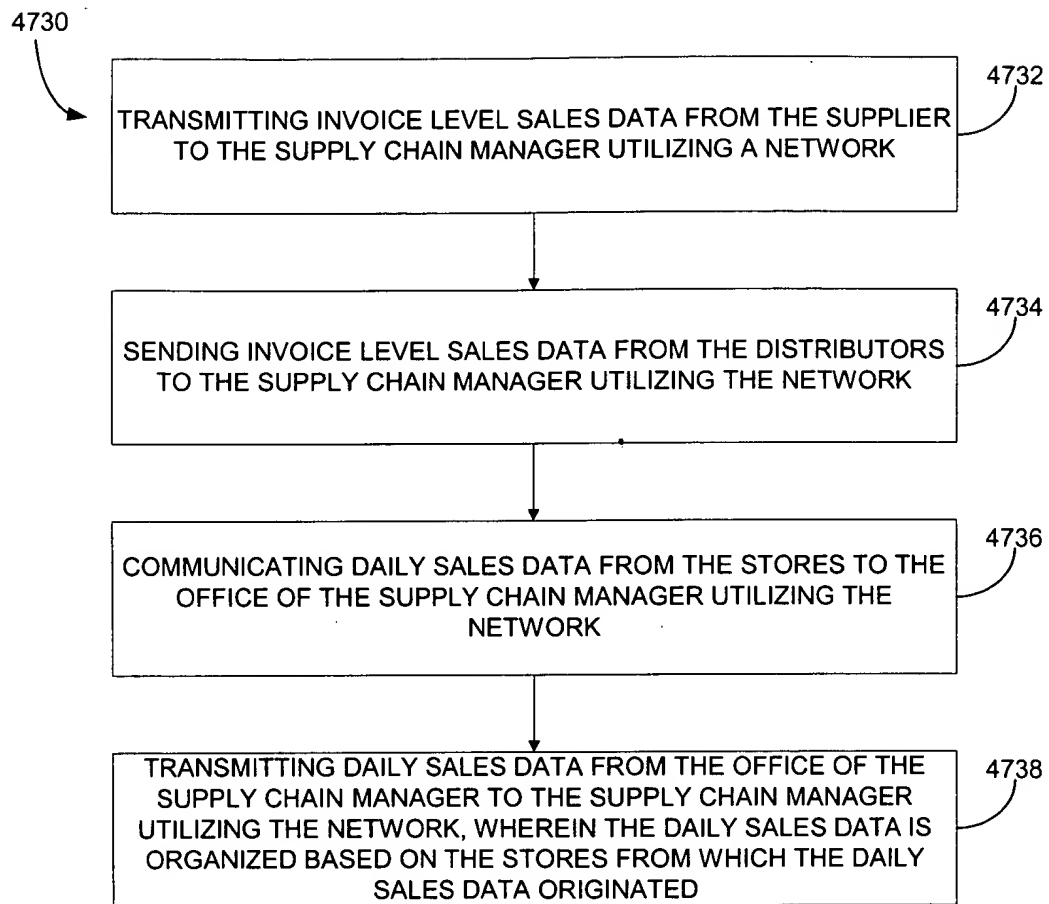


FIG. 45

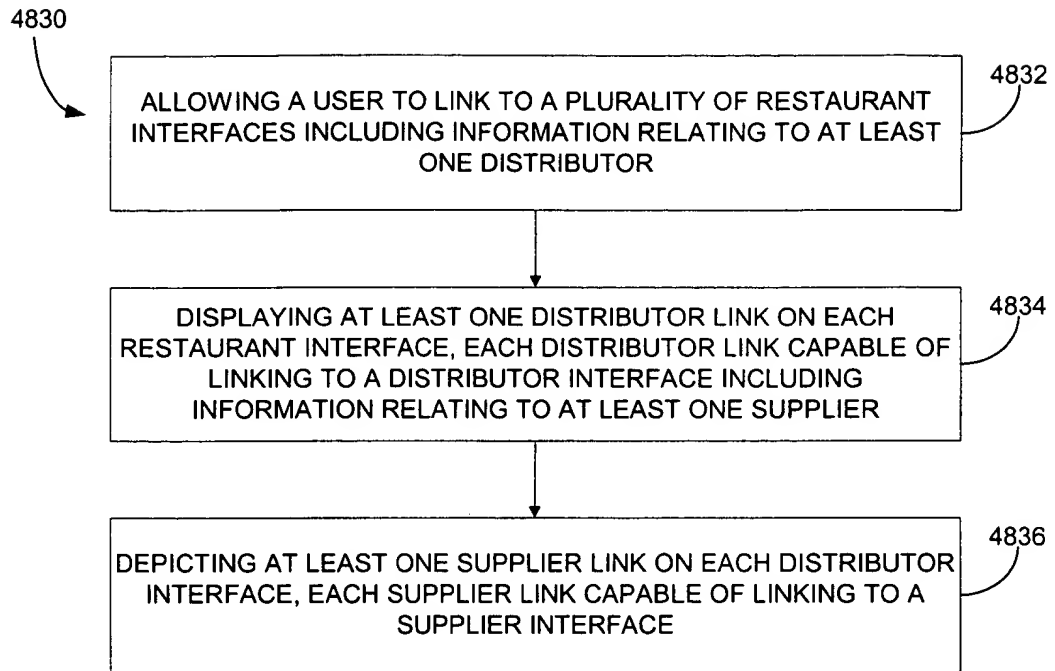
FIG. 46



**FIG. 46**



**FIG. 47**



**FIG. 48**



Restaurant Services, Inc. - Microsoft Internet Explorer

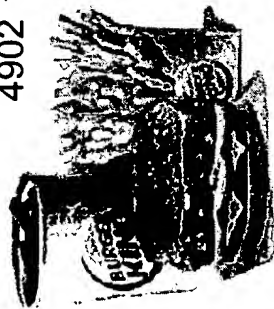
File Edit View Favorites Tools Help

Address http://www.rsiweb.com/home/index.asp

Go Link

RSI

4902



Restaurant Services, Inc.

BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name

Franchisee

Password

\*\*\*\*\*

Enter Site

Click For Help

About RSI

4904


Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchise Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.

RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency

4900



Contact Information

Map/Directions

General Information



Legal Information

More About RSI

Help

BKC link

NFA link

Internet

FIG. 49

RSI Main Menu - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://www.rsiweb.com/home/stat.asp

Welcome Franchisee User! Tuesday, October 24, 2000

Help

**RSI**

Member

LOGOUT HOME

Franchisee

Reports

Personal Info

Legal Information

Help

5004

5006

**Franchisee**

- POS/BOH System  
Contains electronic version of the RSI Technology Guide to the P.O.S. Systems.
- Redbook
- More

5008

**Reports**

- Landed Cost  
The Distributor's costs for products that are purchased under RSI contracts - the basis for the price paid by the restaurants for distribution services.
- More

5010

**Personal Info**

- Change Password
- Edit Personal Info  
Edit your personal information.
- More

5012

**Legal Information**

- Terms and conditions of usage and Privacy Statement.

5000

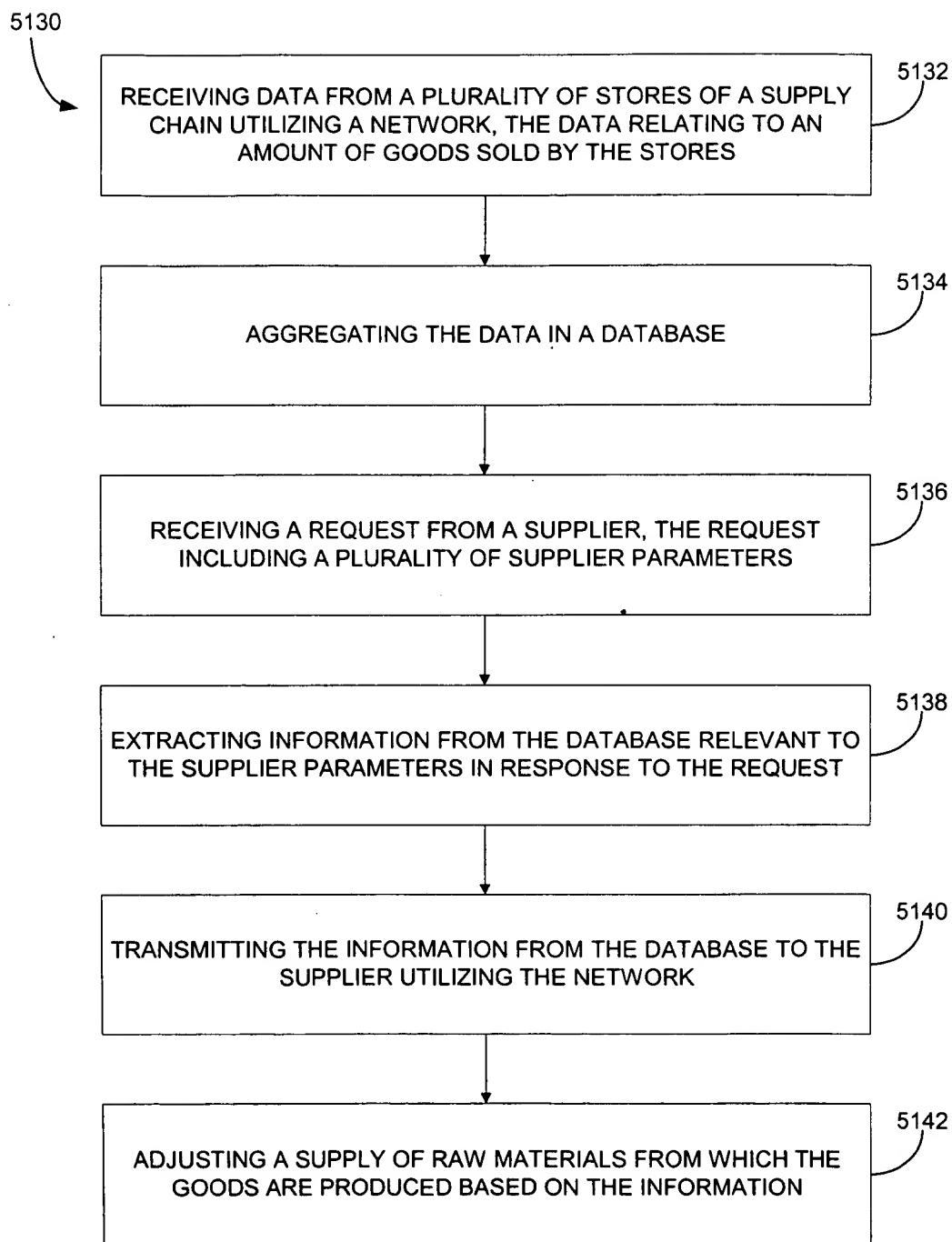
5002

REMINDER

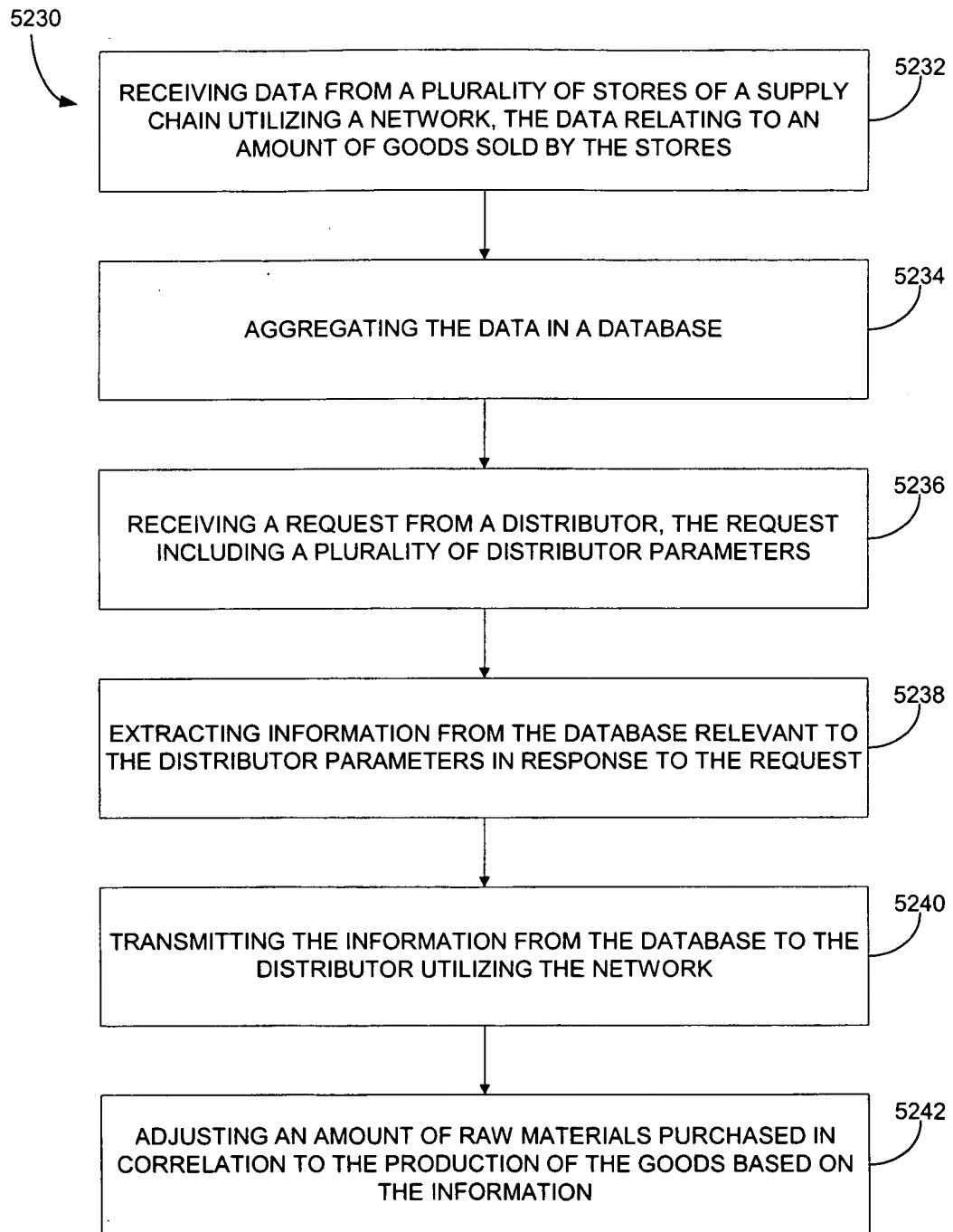
BK Cravers Menu items will continue to be offered after national advertising ends November 5

©2000 Restaurant Services, Inc. All Rights Reserved.

FIG. 50



**FIG. 51**



**FIG. 52**



**RSI**

*Distributor*

**LOGOUT**

**HOME**

**Reports**

**Personal Info**

**Legal Information**

**Help**

Printer Friendly Version

**REINHART - CEDAR RAPIDS, IA**  
Local Promotion Summary by DC  
Tuesday, October 24, 2000

5400

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor. If you are not Distributor, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

| Local Promotion Option | ADI                             | Start Date | Projected City Usage | Duration (In Weeks) | Participating Rest Count | Non-Participating Restaurants |
|------------------------|---------------------------------|------------|----------------------|---------------------|--------------------------|-------------------------------|
| 32 oz. Motor Cup       | Chicago, IL                     | 5/1/00     | 85                   | 99                  | 8                        |                               |
|                        | Davenport-RI-Moline, IA         | 6/1/00     | 85                   | 32                  | 17                       |                               |
|                        | Des Moines-Ames, IA             | 7/1/00     | 85                   | 17                  | 28                       |                               |
|                        | Omaha, NE                       | 7/1/00     | 85                   | 17                  | 50                       |                               |
|                        | Peoria, IL                      | 6/1/00     | 85                   | 99                  | 17                       |                               |
|                        | Sioux City, IA                  | 6/26/00    | 85                   | 99                  | 10                       |                               |
|                        | Springfield-Decatur-Chmpg, IL   | 6/1/00     | 85                   | 99                  | 1                        |                               |
| 32 oz. Motor Cup Total |                                 |            |                      |                     | 131                      |                               |
| Big King               | Cedar Rapids-Waterloo-Dubuq, IA | 4/15/00    |                      | 99                  | 19                       |                               |
|                        | Davenport-RI-Moline, IA         | 4/15/00    |                      | 99                  | 17                       |                               |
|                        | Ottumwa-Kirkville, IA           | 4/15/00    |                      | 99                  | 3                        |                               |
| Big King Total         |                                 |            |                      |                     | 39                       |                               |
| Pancake Minis          | Chicago, IL                     | 5/15/00    | 20                   | 99                  | 8                        |                               |
|                        | Peoria, IL                      | 5/1/00     | 20                   | 99                  | 17                       |                               |
|                        | Sioux City, IA                  | 4/15/00    | 20                   | 99                  | 10                       |                               |
| Pancake Minis Total    |                                 |            |                      |                     | 35                       |                               |

FIG. 54



Supplier

LOGOUT

 HOME

## Reports

## Personal Info

## Legal Information

**Help**

## POS Implied Daily Usage - Supplier

Supplier:

**TYSON FOODS**



## Retrieve

Printer Friendly Version

**POS Implied Daily Usage - Supplier**  
**Tuesday, October 24, 2000**

**Supplier: TYSON FOODS**

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Supplier User. If you are not Supplier User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

[illegible]

# Done!

Internet:

**FIG. 55**



**RSI**

Member

LOGOUT

HOME

Franchisee

Reports

Personal Info

Legal Information

Help

## Landed Cost Report

5600

Restaurant Number: 0003473

Date: 10/22/00

Retrieve

### Printer Friendly Version Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris  
Contact Number: 305-529-3409

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Franchisee User. If you are not Franchisee User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

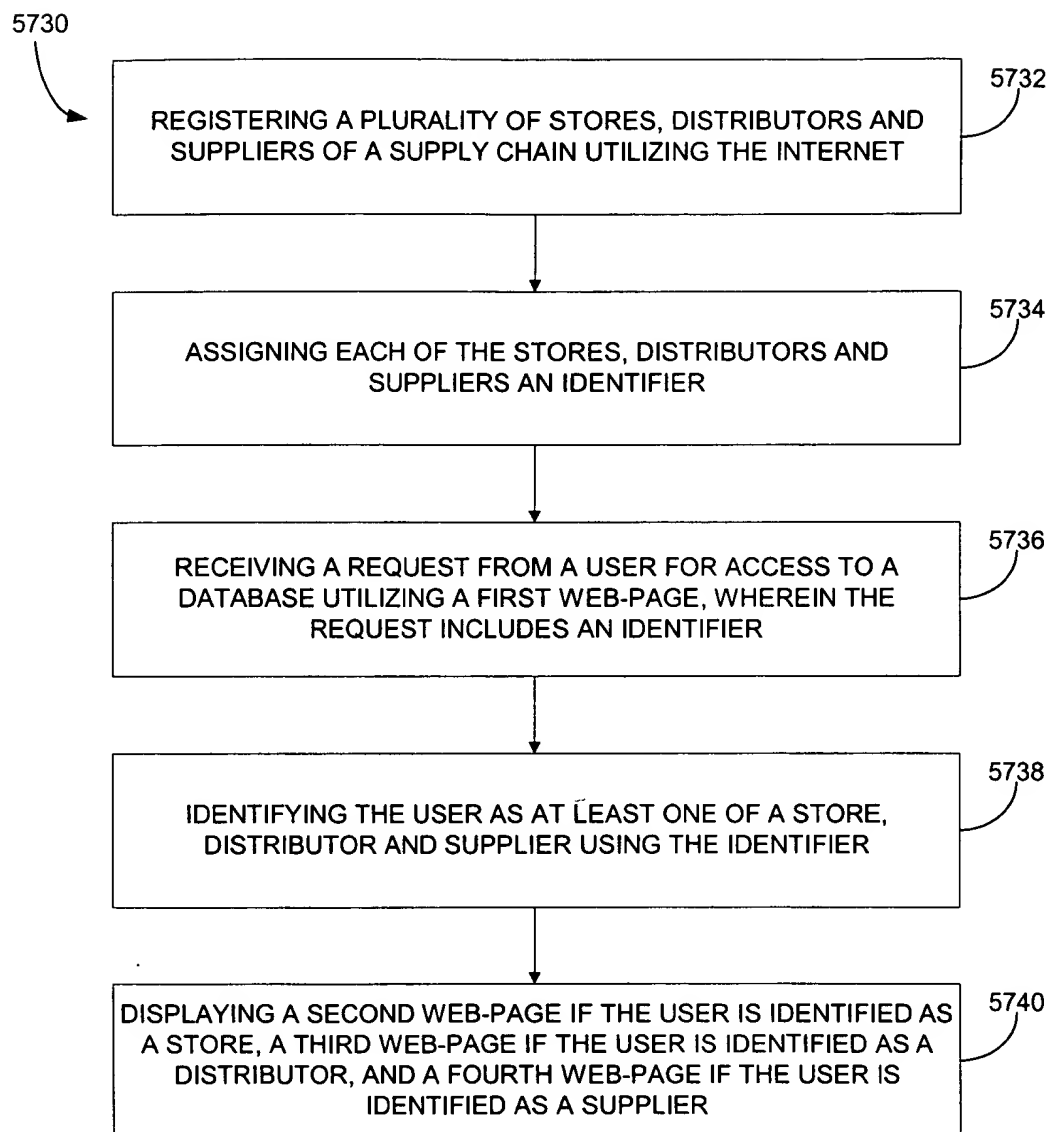
| DC Item No | RSI Item No | RSI Item Description               | DC Cost | Markup | Rest Cost |
|------------|-------------|------------------------------------|---------|--------|-----------|
| 10340      | 4439        | REGISTER TAPE-THERMAL 2.25" X 165' | \$21.27 | \$1.57 | \$22.84   |
| 12860      | 3586        | SUGAR SUBSTITUTE-PINK PKT 2000 CT  | \$5.87  | \$1.57 | \$7.44    |
| 18986      | 369         | SAUCE-BULK-KRAFTBULLSEYE           | \$24.48 | \$1.57 | \$26.05   |
| 19432      | 4473        | COFFEE-FOLGERS REGULAR             | \$44.50 | \$1.57 | \$46.07   |
| 20768      | 67          | MUSTARD-BULK3GAL                   | \$6.46  | \$1.57 | \$8.02    |
| 20940      | 4281        | WRAP-LOCAL OPTION                  | \$29.78 | \$1.57 | \$31.35   |
| 24340      | 66          | SAUCE-BULK-MAYONNAISE              | \$7.81  | \$1.57 | \$9.38    |
| 24600      | 4270        | WATER-ICE MOUNTAIN .5L             | \$6.41  | \$1.57 | \$7.98    |

Done

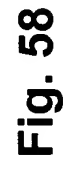
Internet

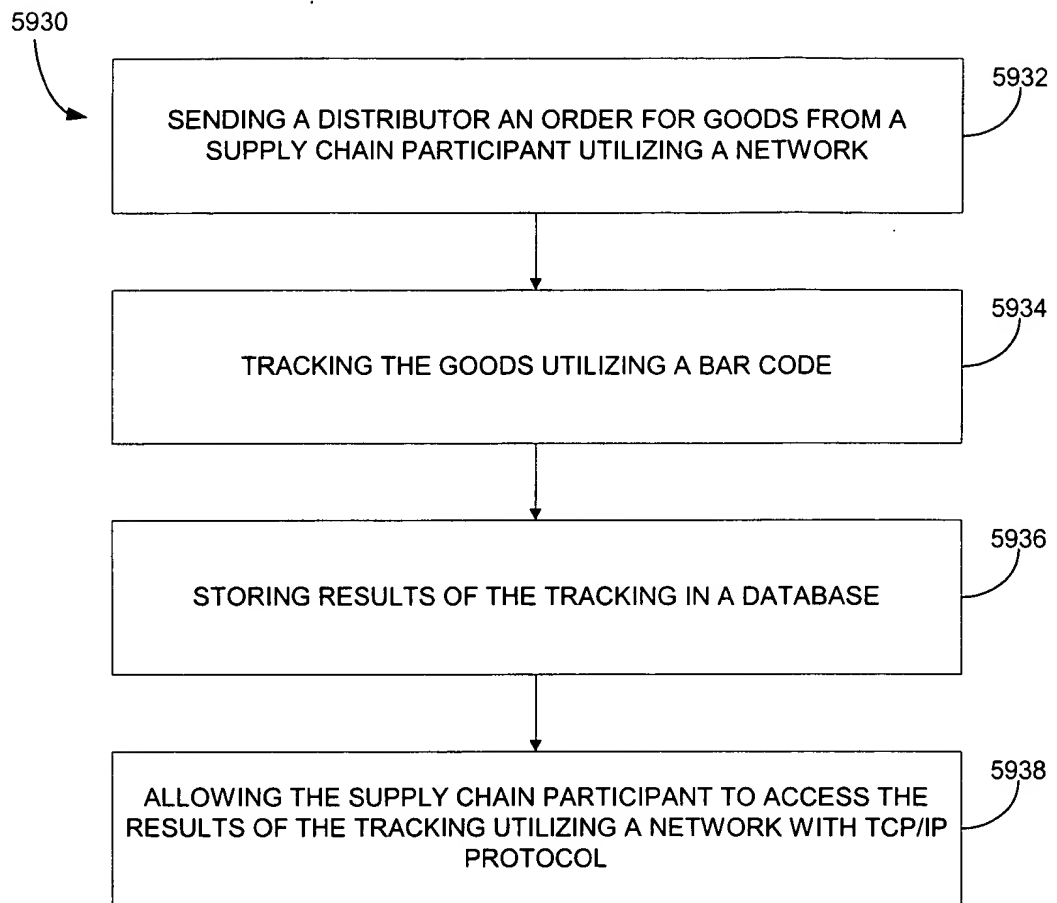
FIG. 56





**FIG. 57**





**FIG. 59**

FIG. 60

6002

6004

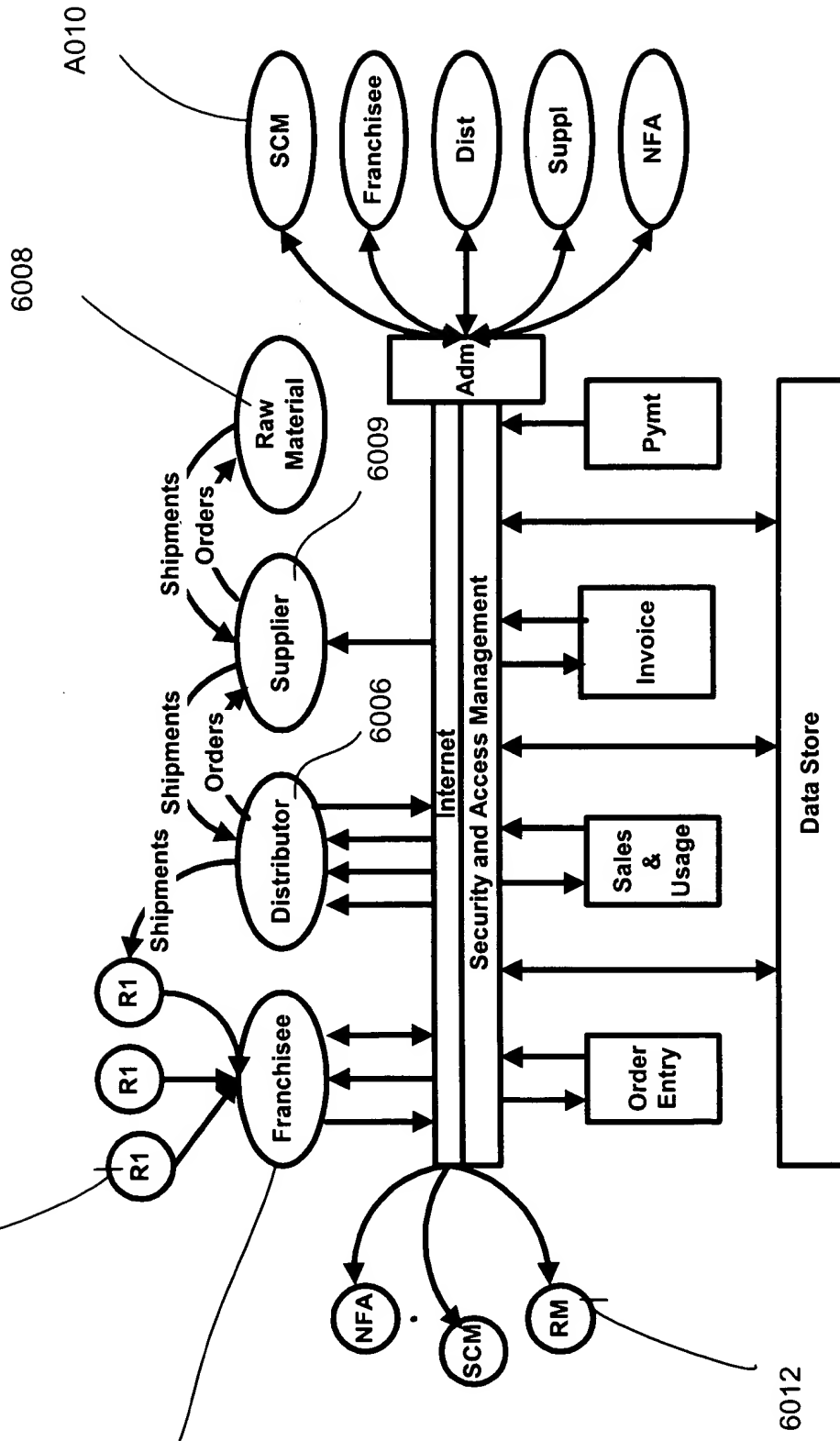


Fig. 60

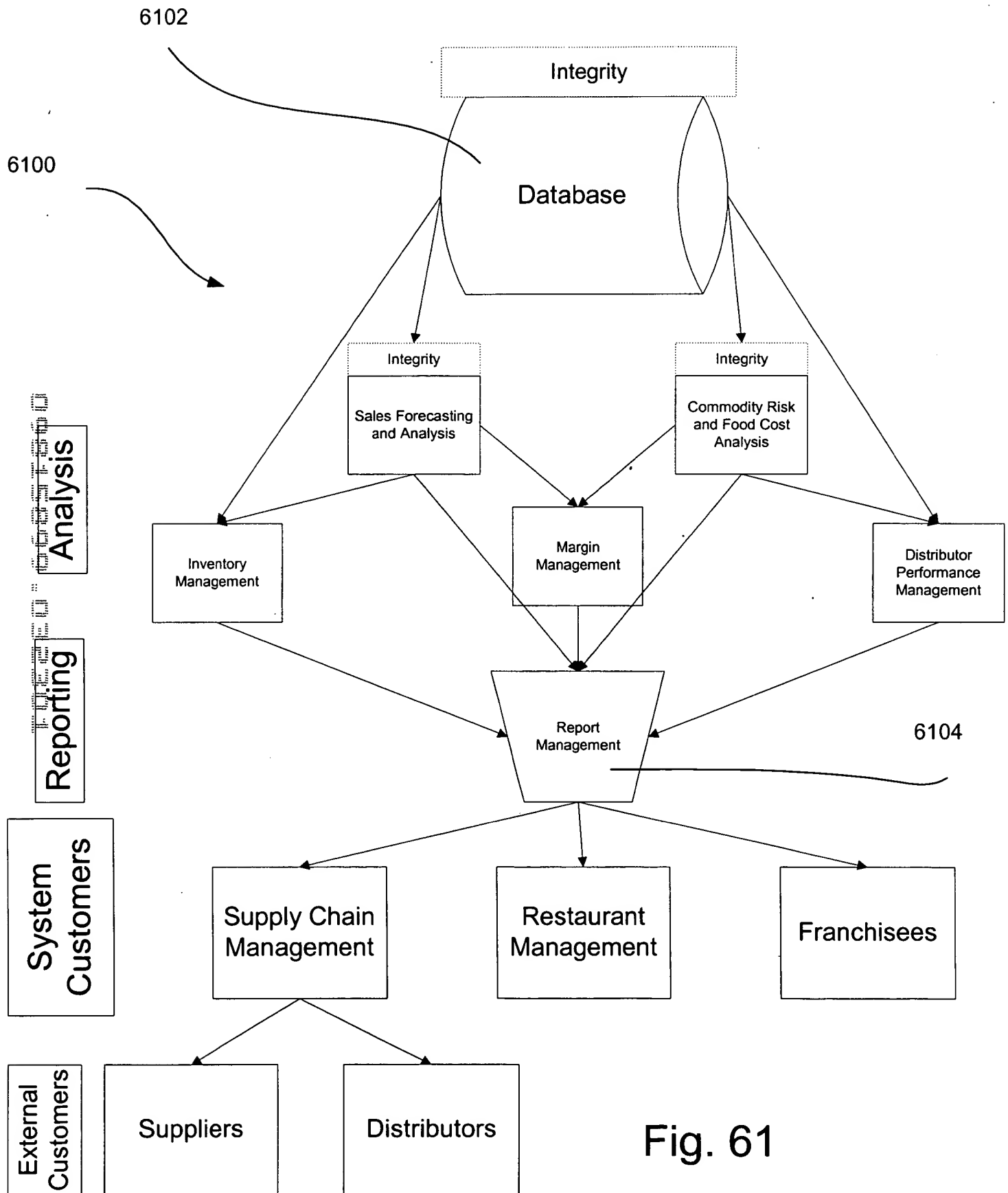
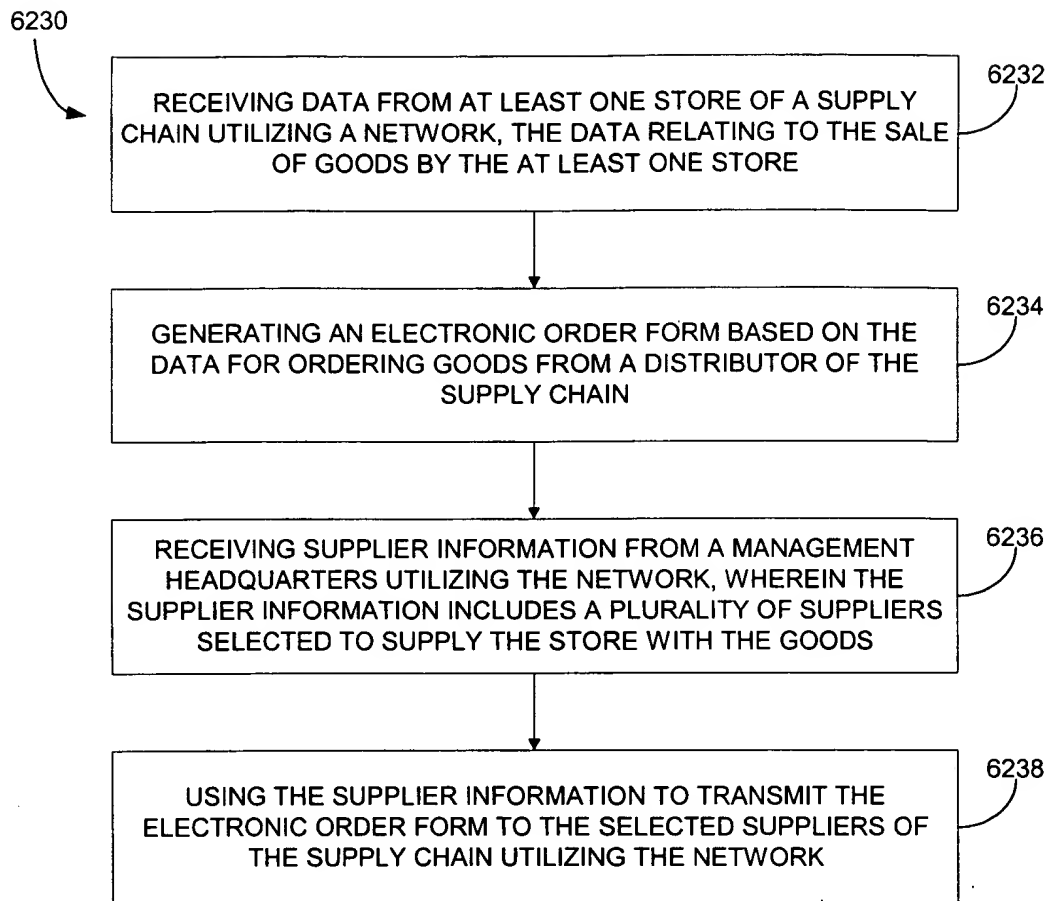


Fig. 61



**FIG. 62**

6300

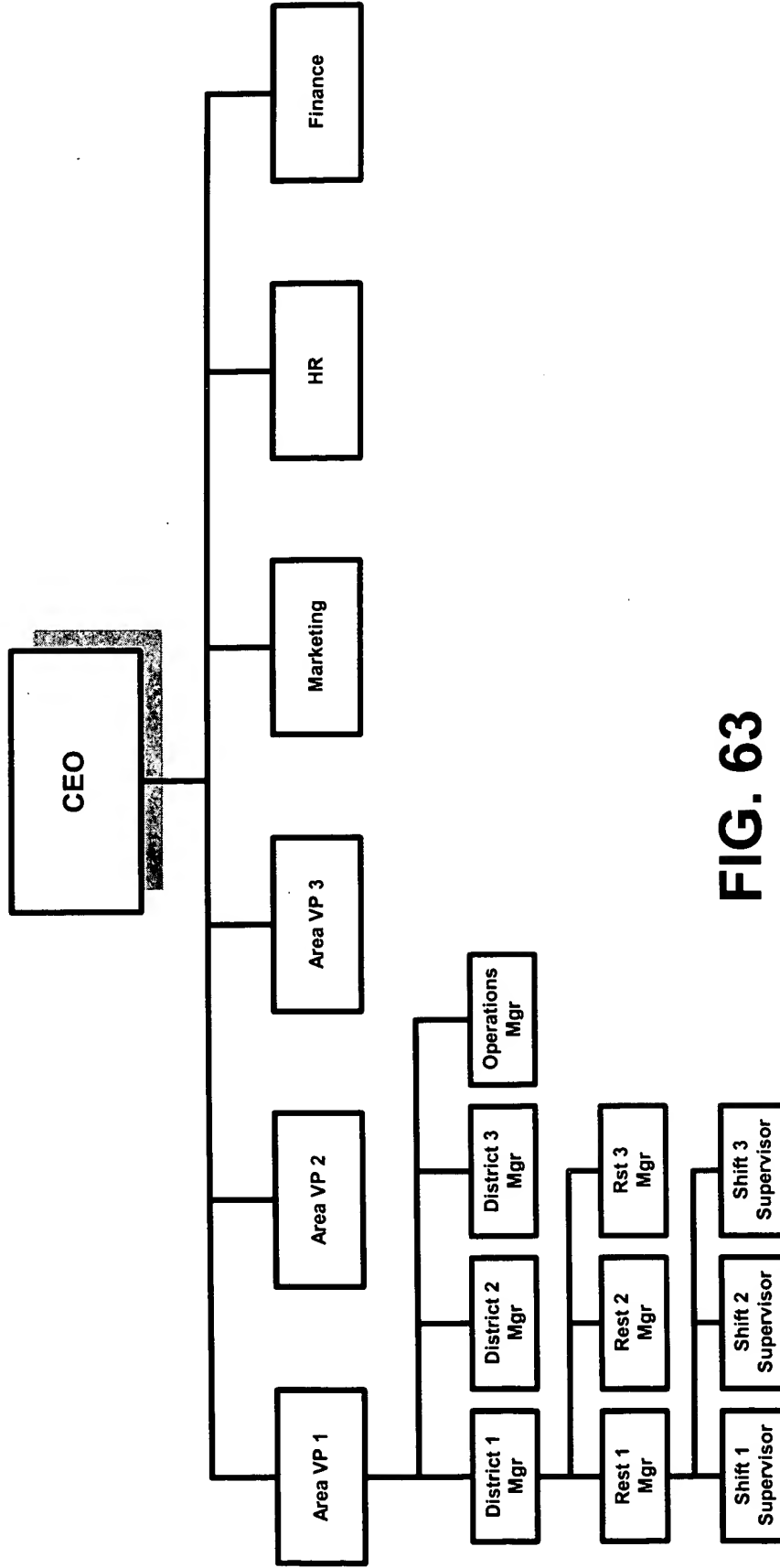
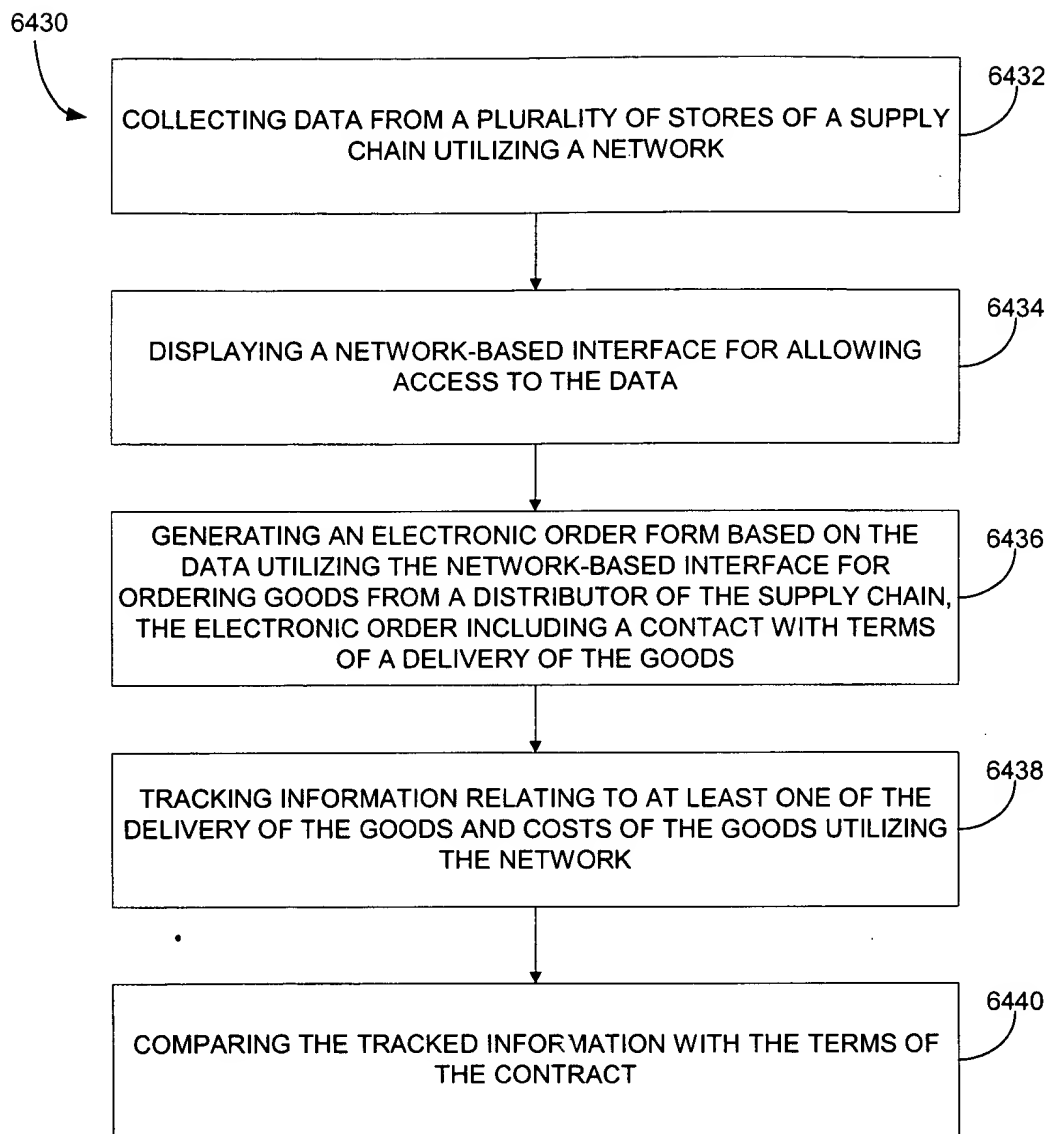
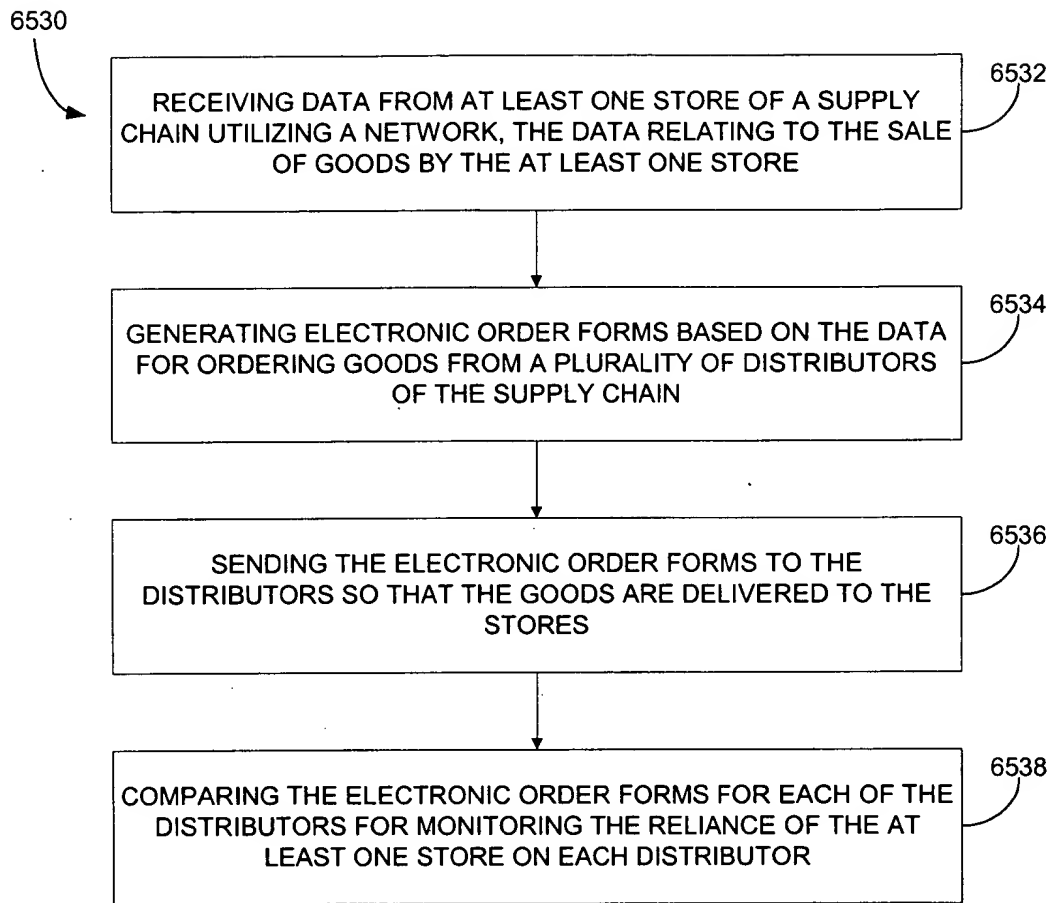


FIG. 63

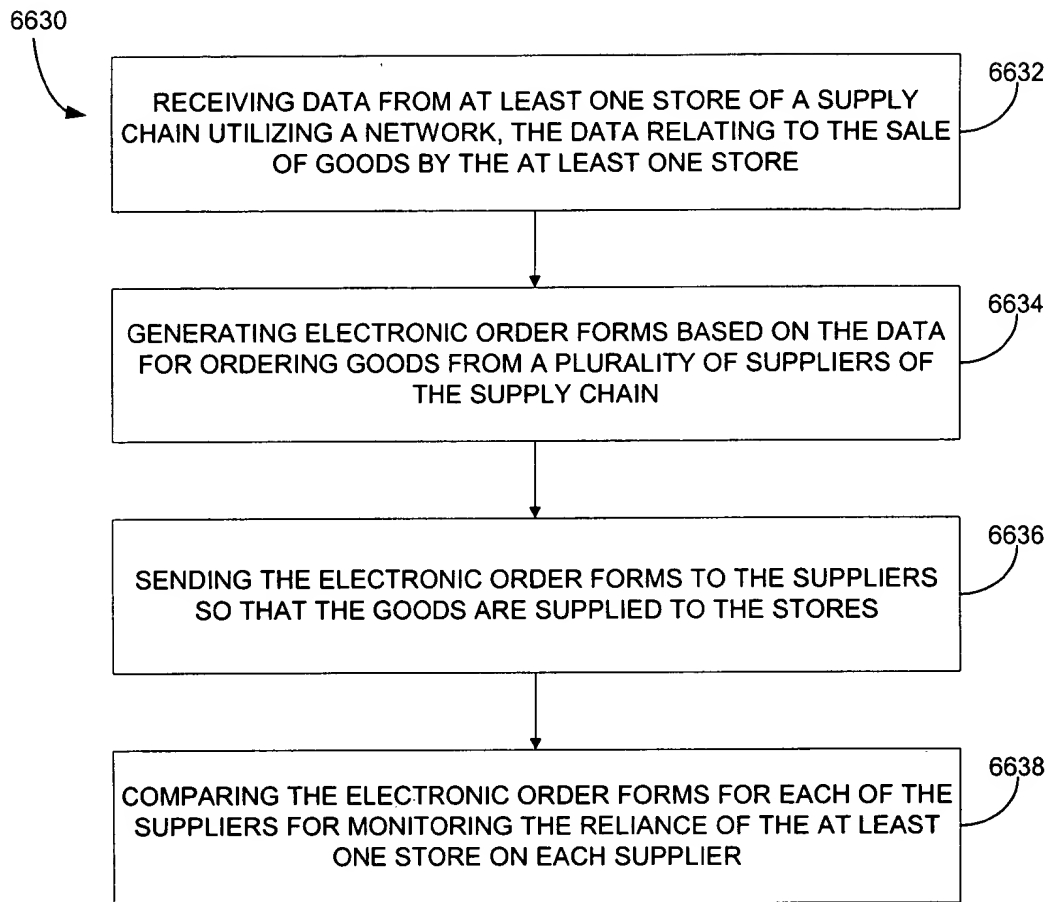


**FIG. 64**

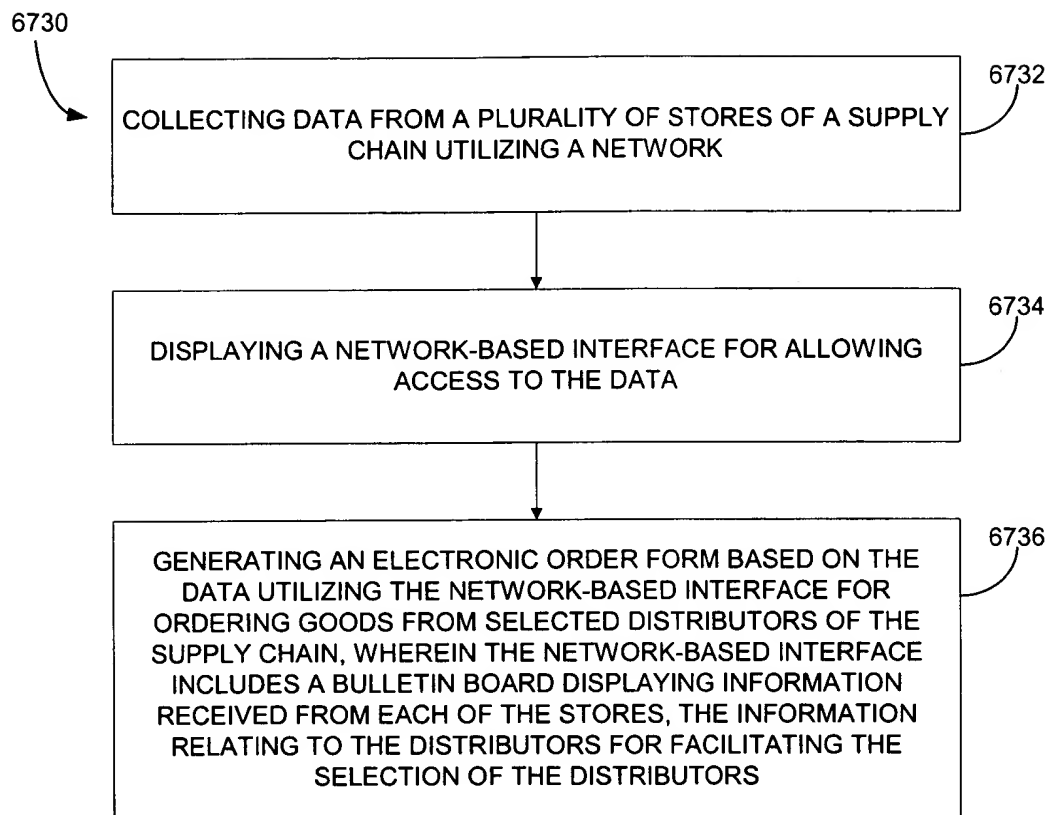




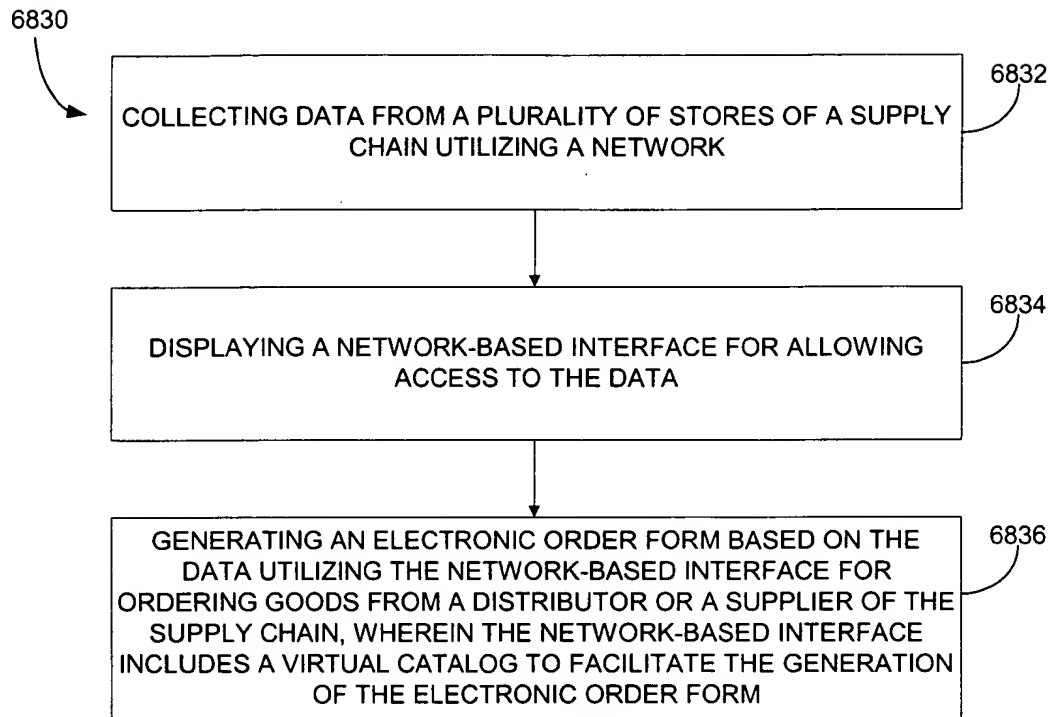
**FIG. 65**



**FIG. 66**



**FIG. 67**



**FIG. 68**

6900

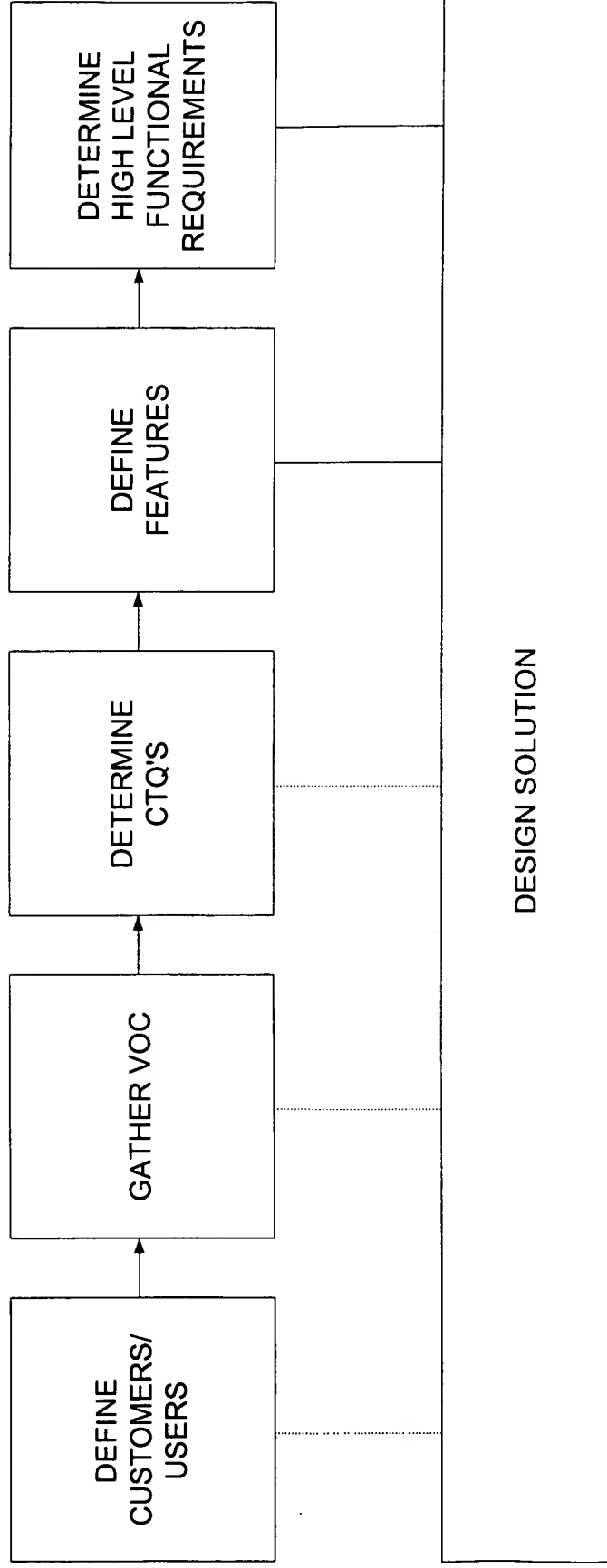
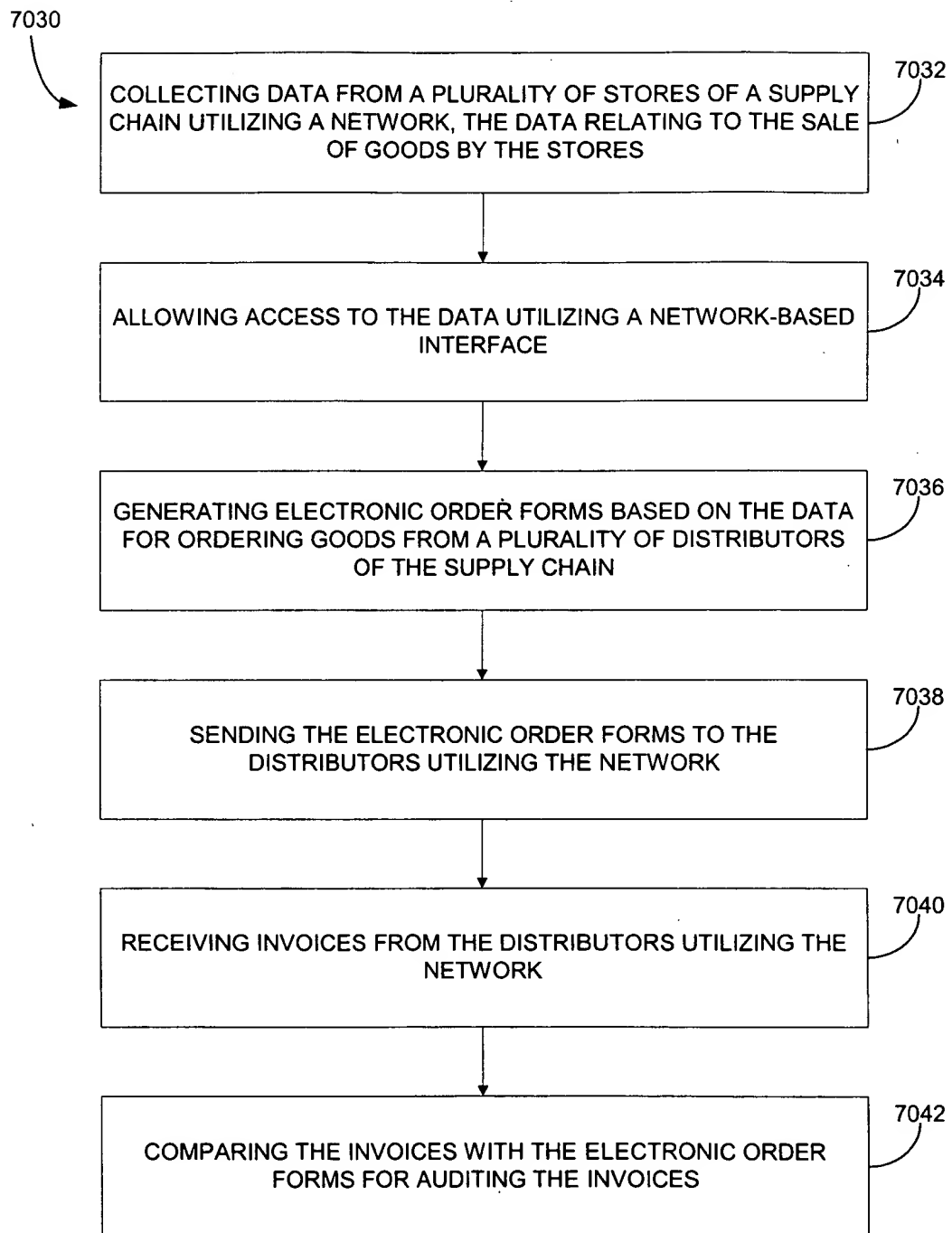
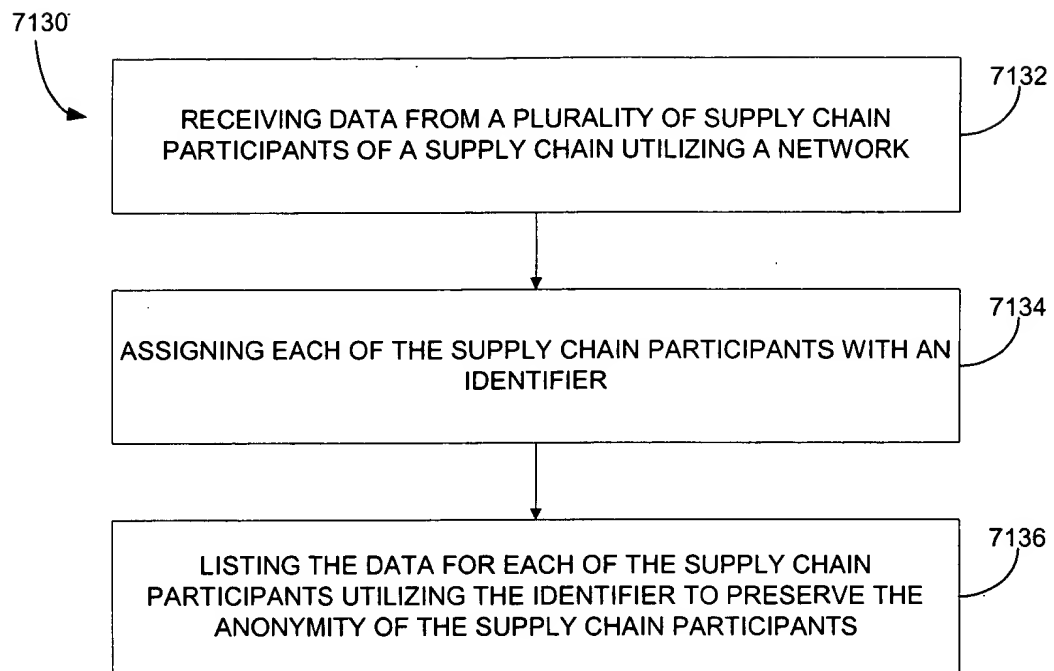


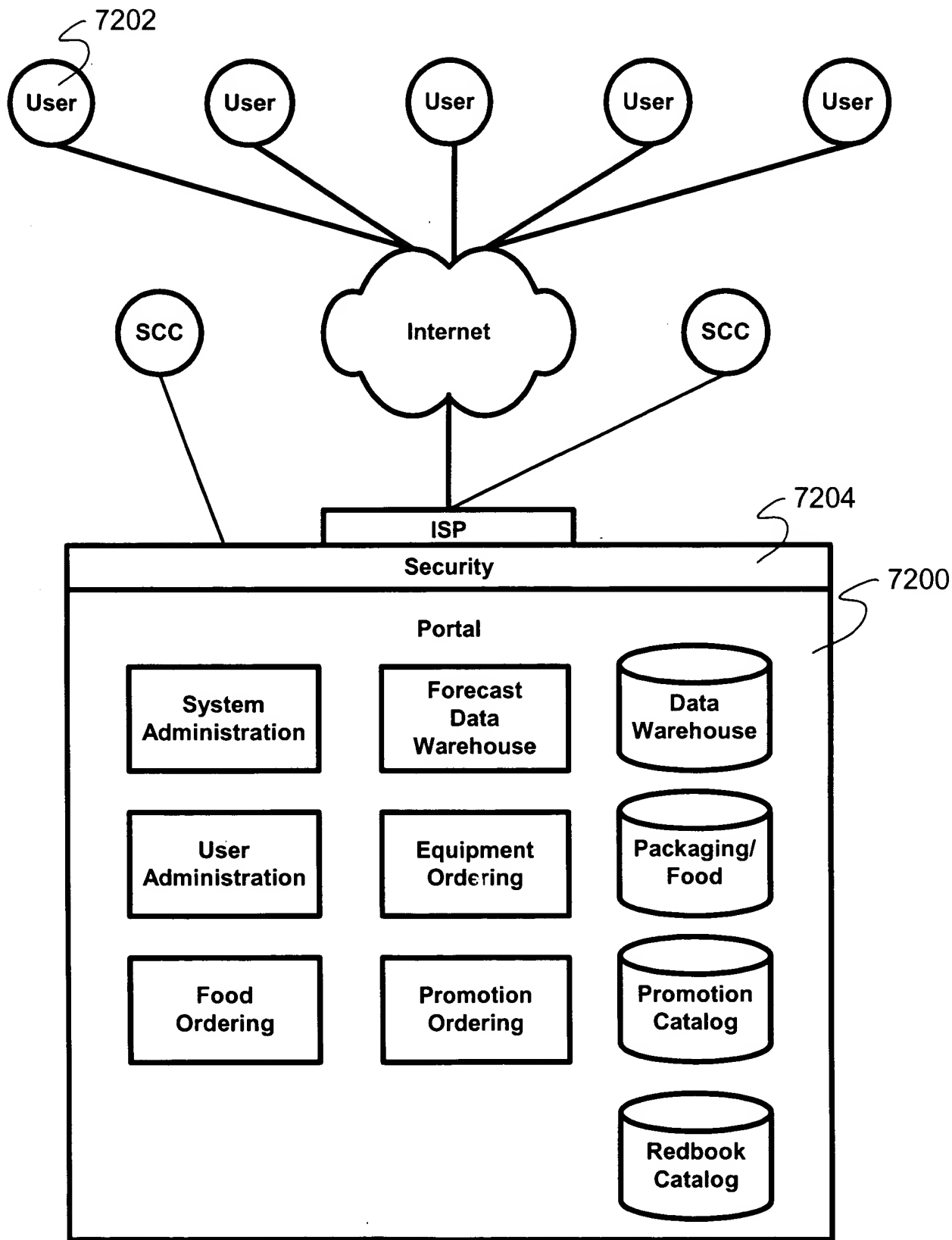
FIG. 69



**FIG. 70**



**FIG. 71**



**FIG. 72**



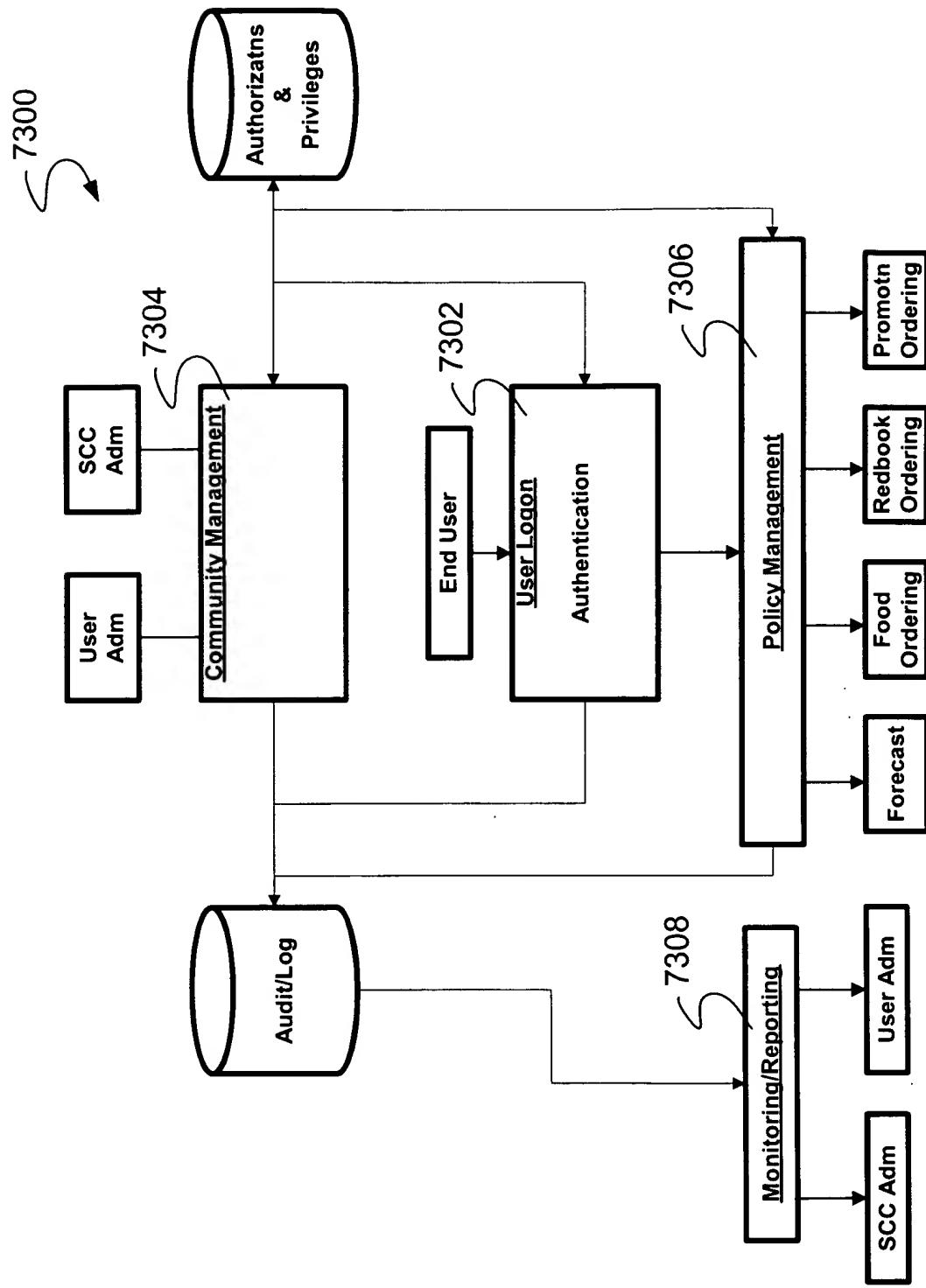


FIG. 73

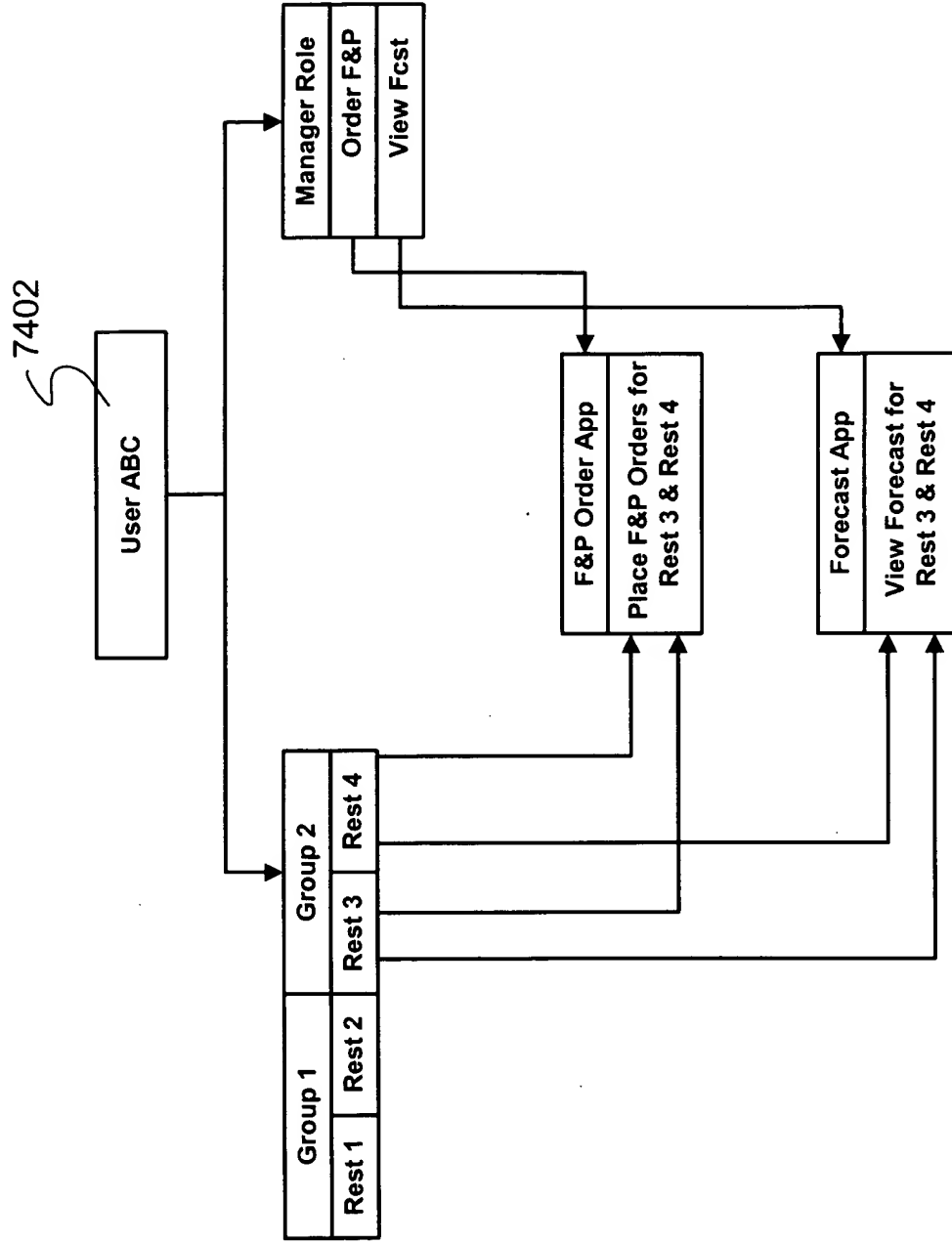


FIG. 74

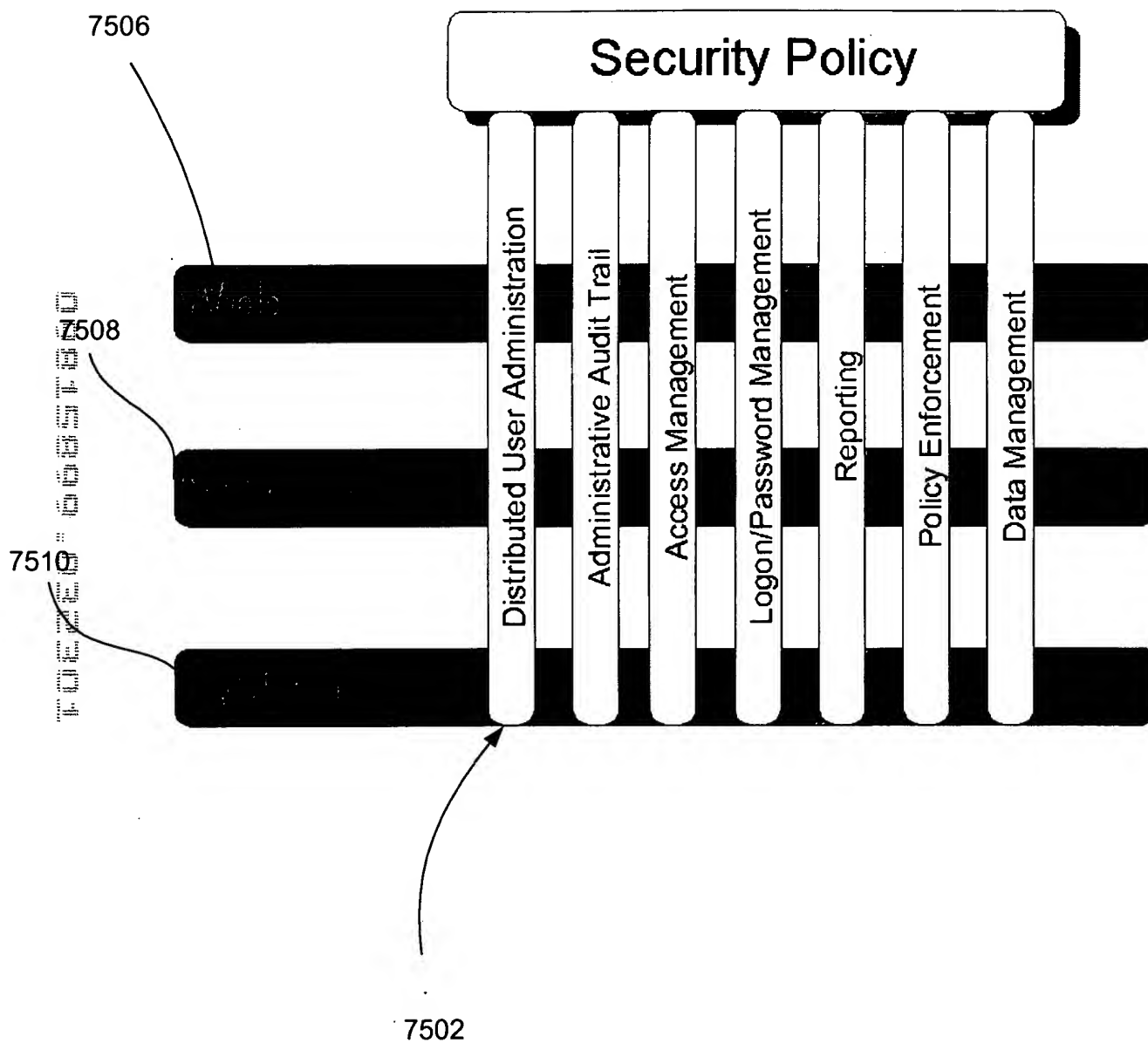
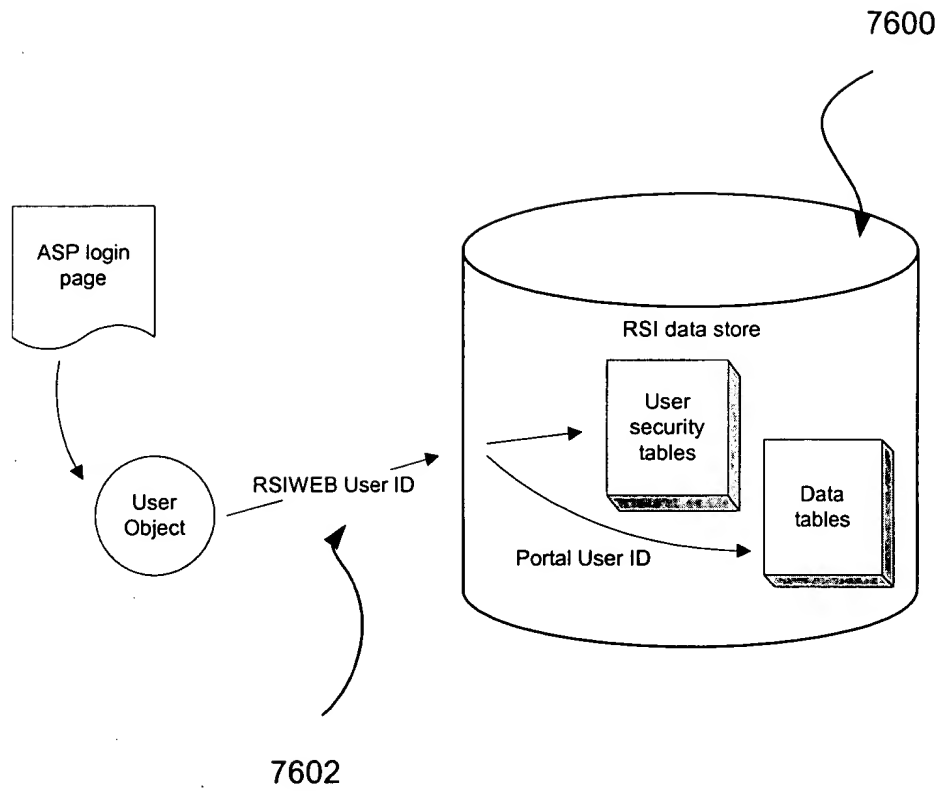


Fig. 75

FIG. 76



**Fig. 76**

FILED: 06/05/2000

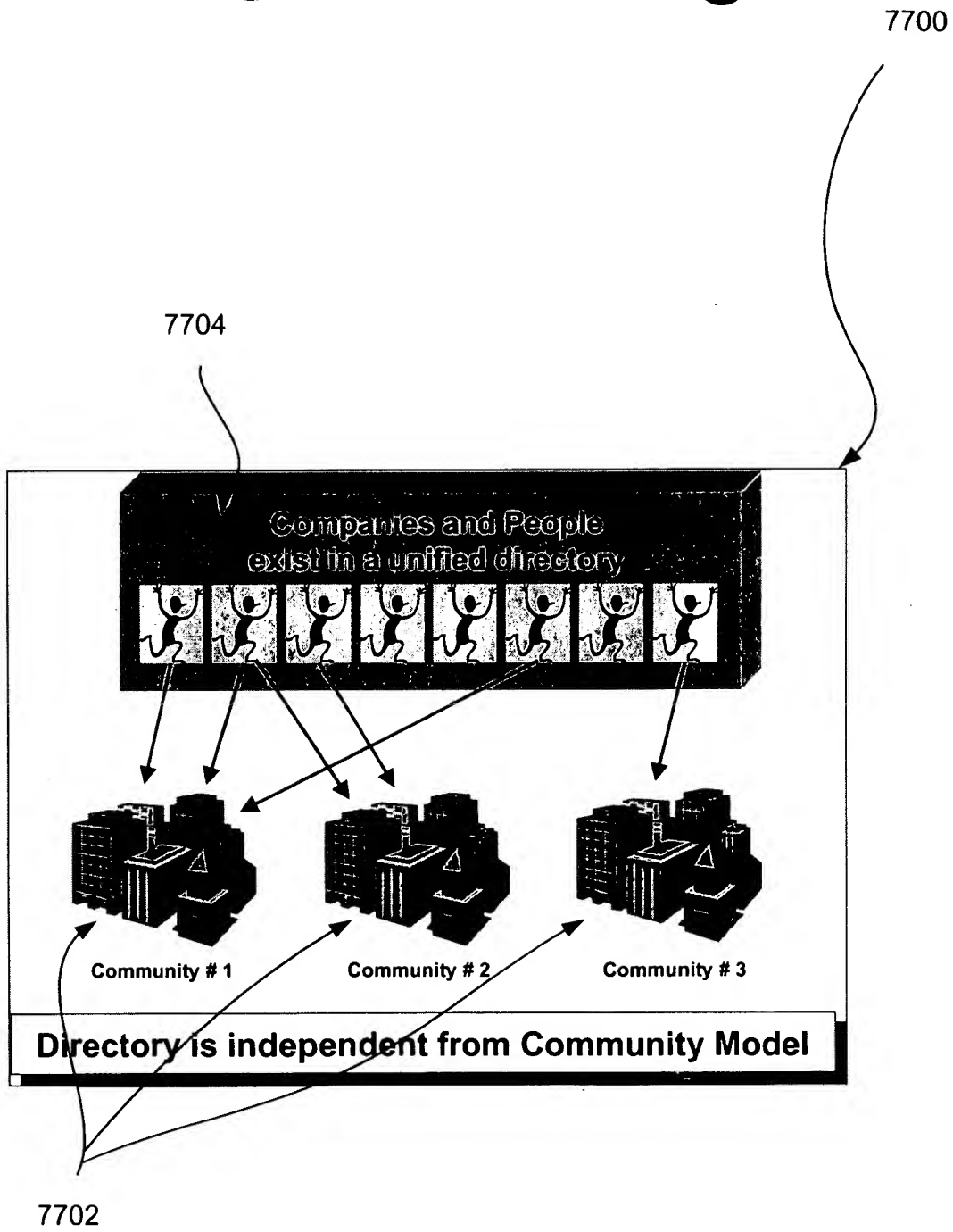


Fig. 77

7800

7802

7804

"Protected Resources"

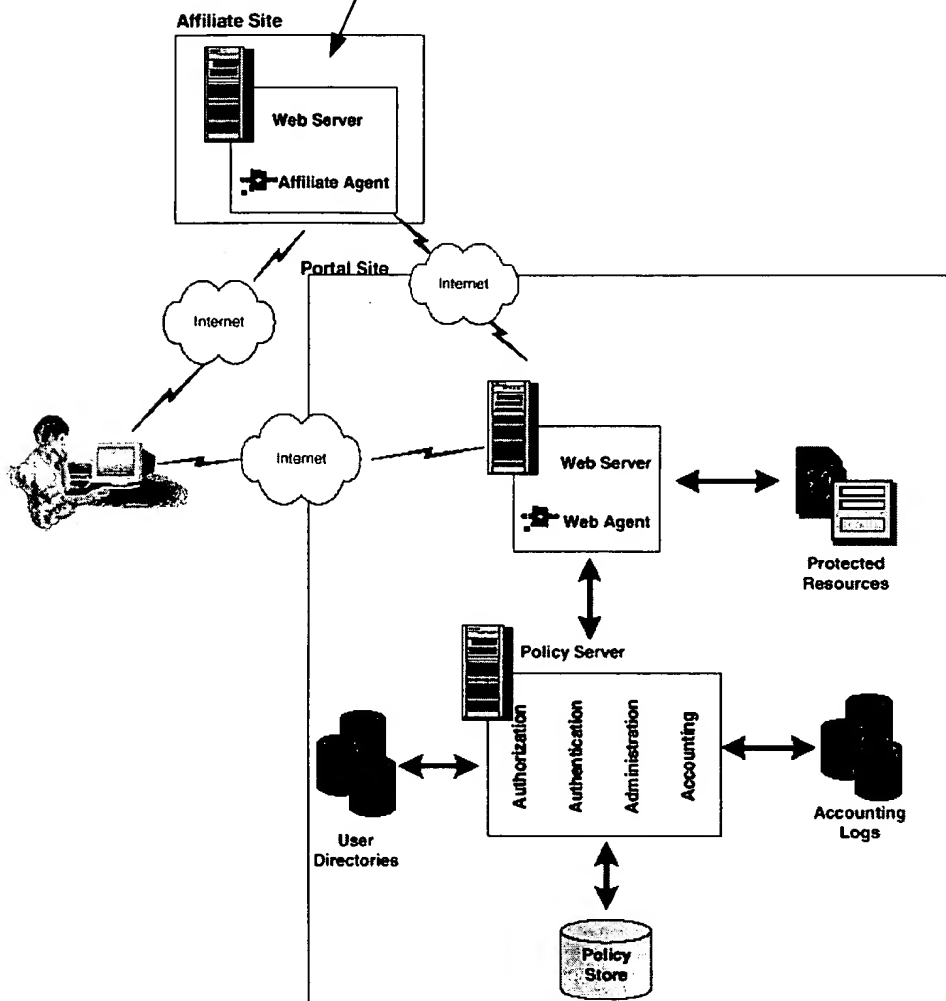
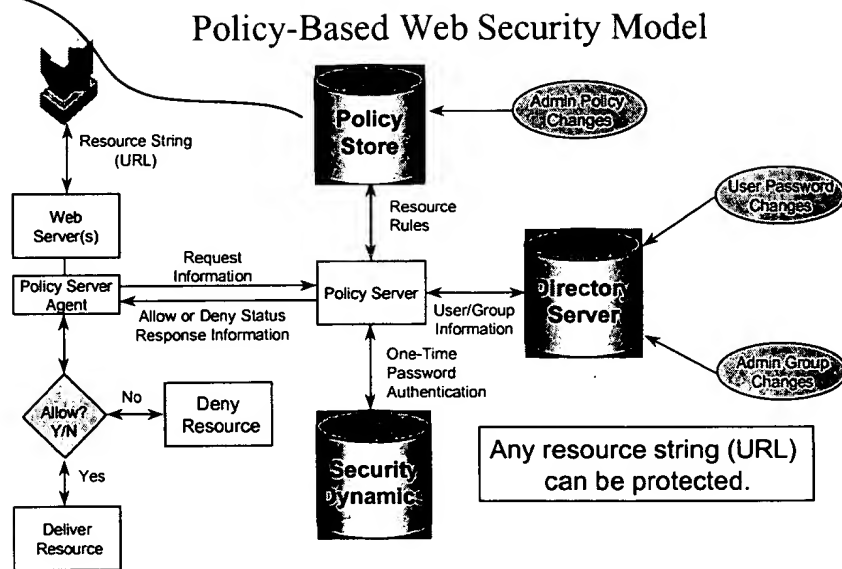


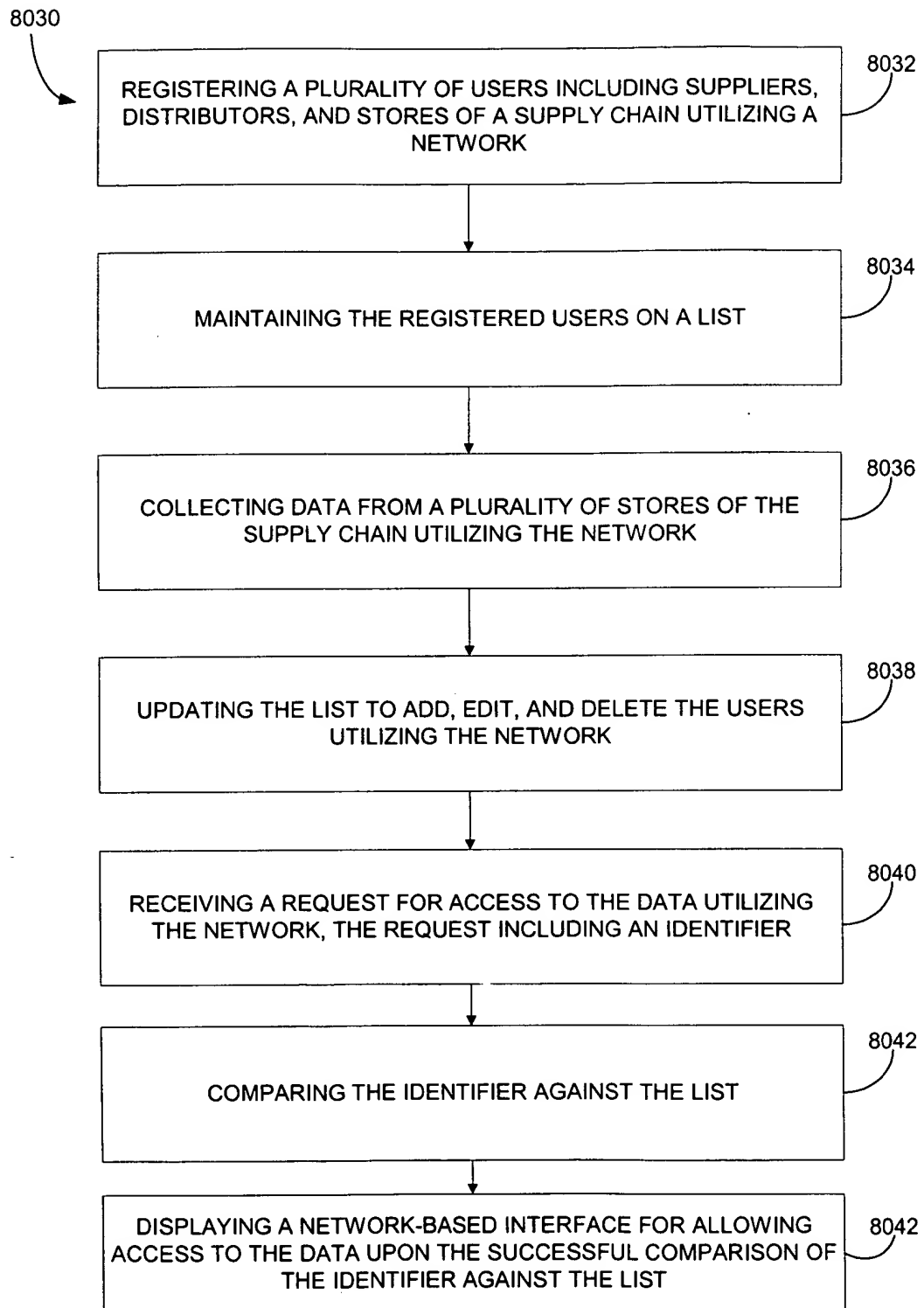
Fig. 78

7900

7902



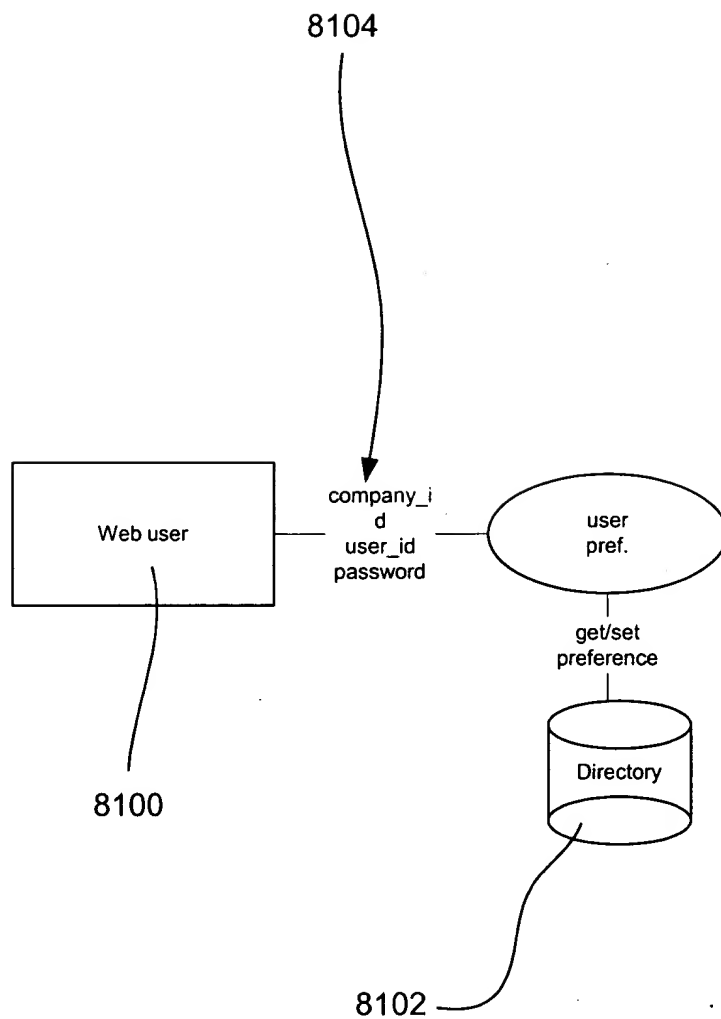
**Fig. 79**



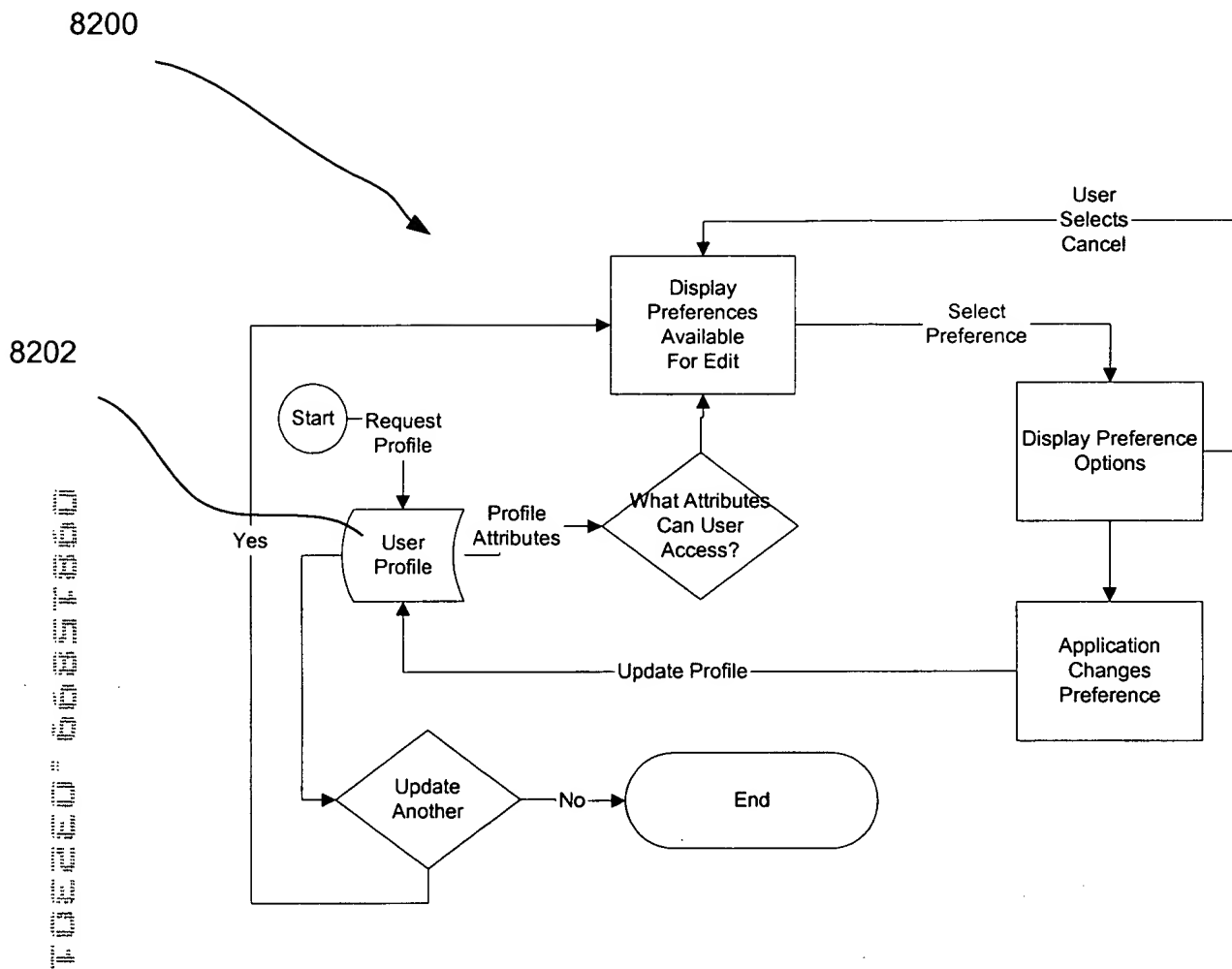
**FIG. 80**



FIG. 81



**Fig. 81**



**Fig. 82**

FIG. 83

8302

8304

8306

8300

**Domain  
Privileges**

**Group  
Privileges  
(can include  
hierarchy based)**

**User's  
Privileges**

**Granted Privileges  
(Includes Roles)**

**Fig. 83**

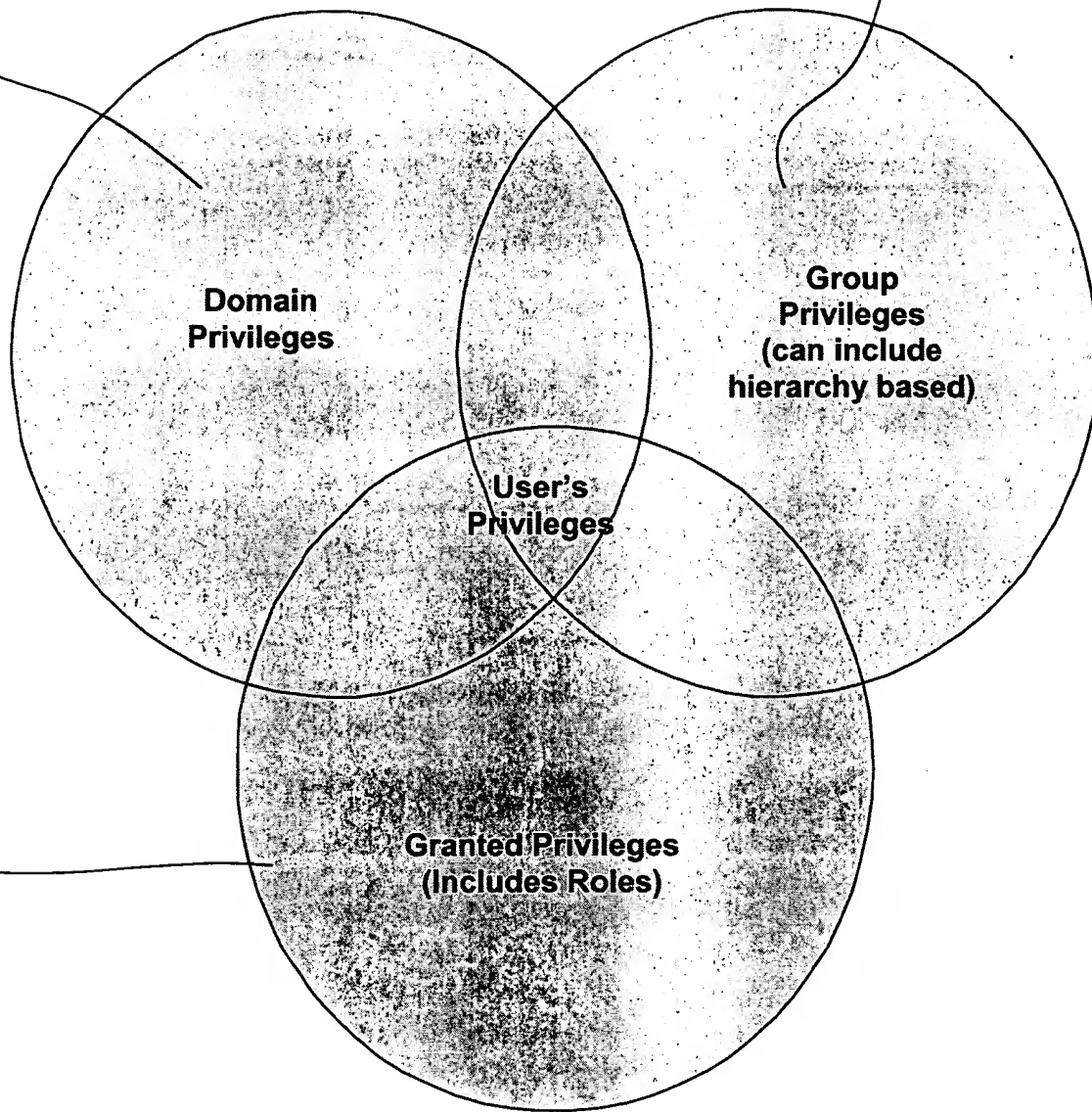
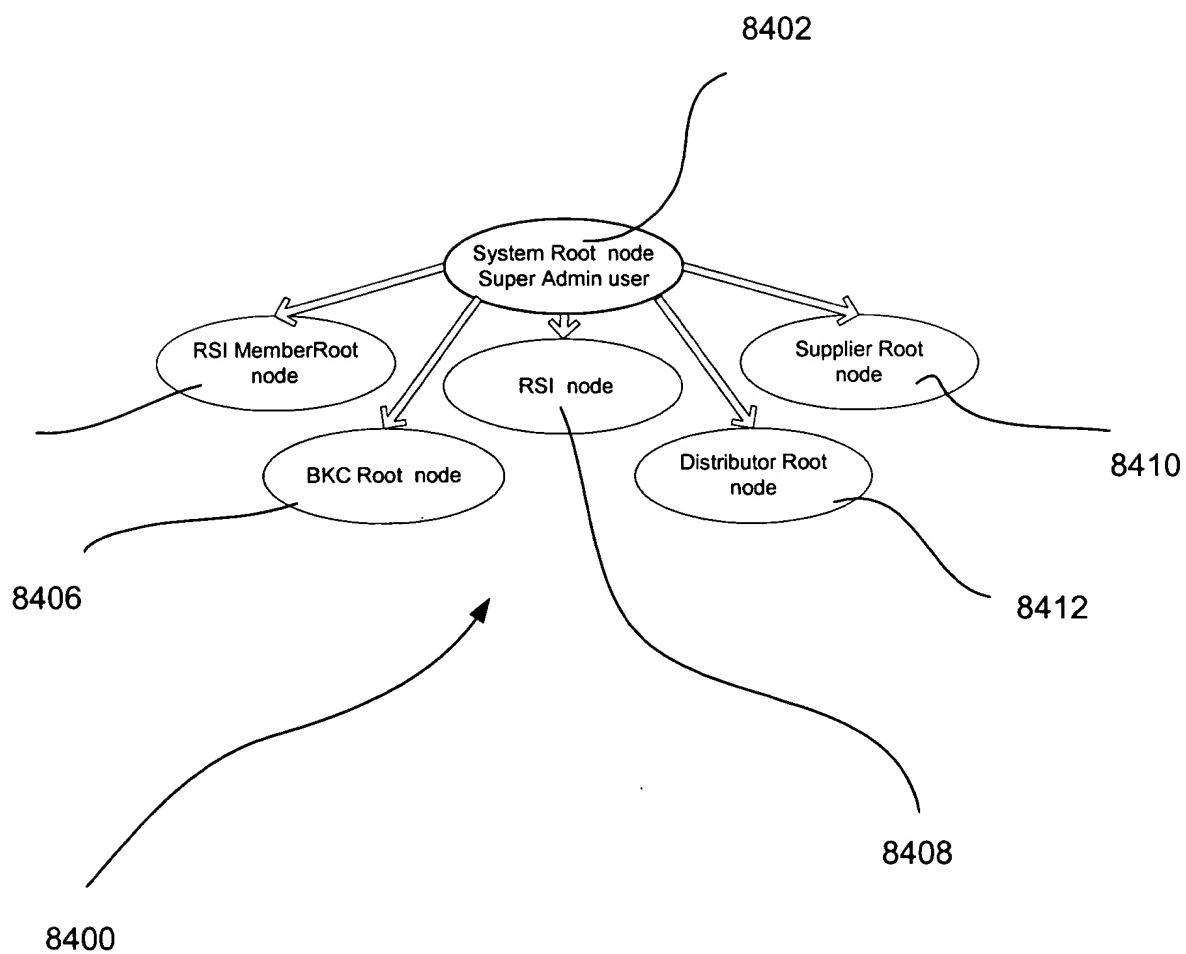
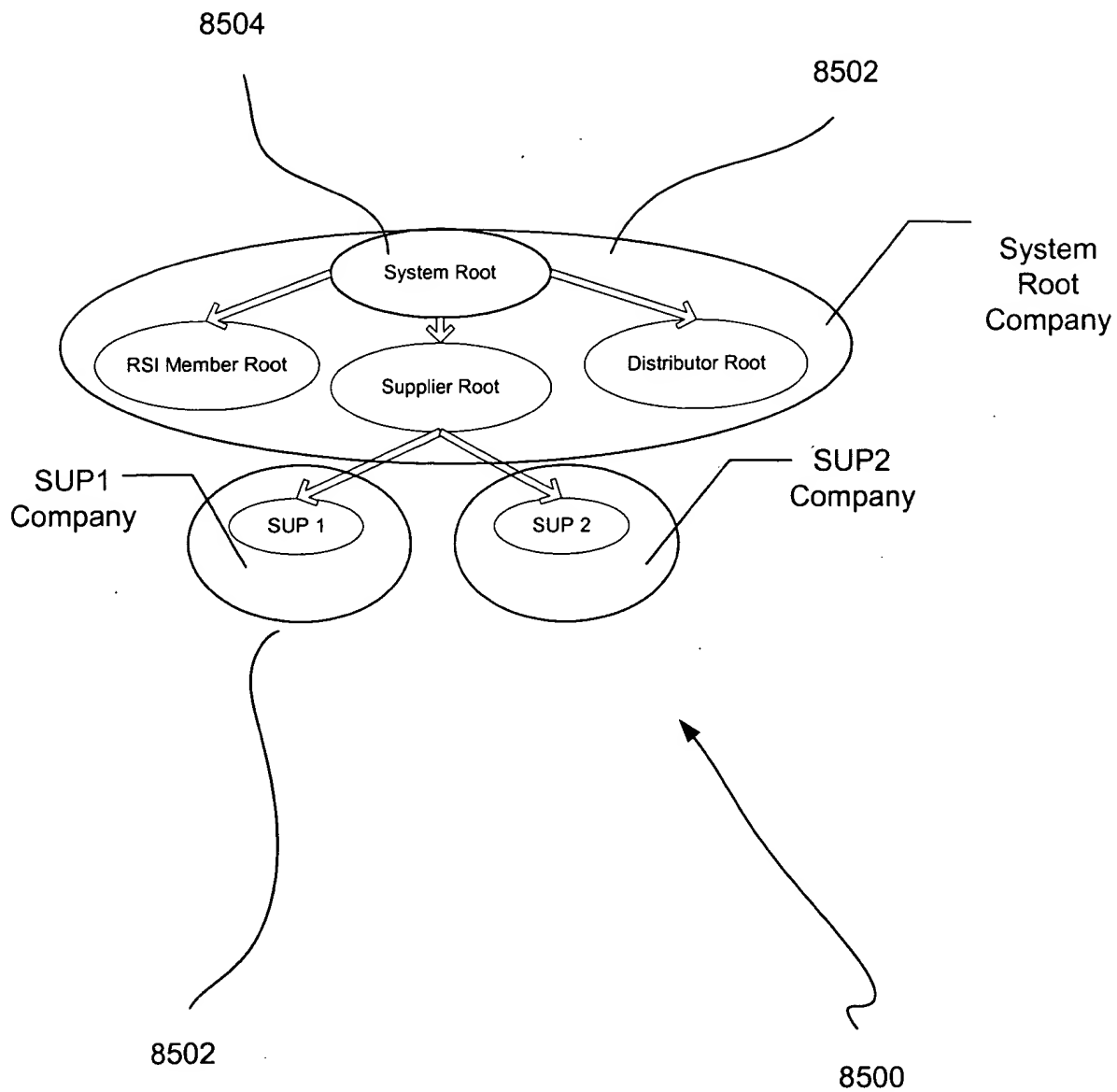


FIG. 84

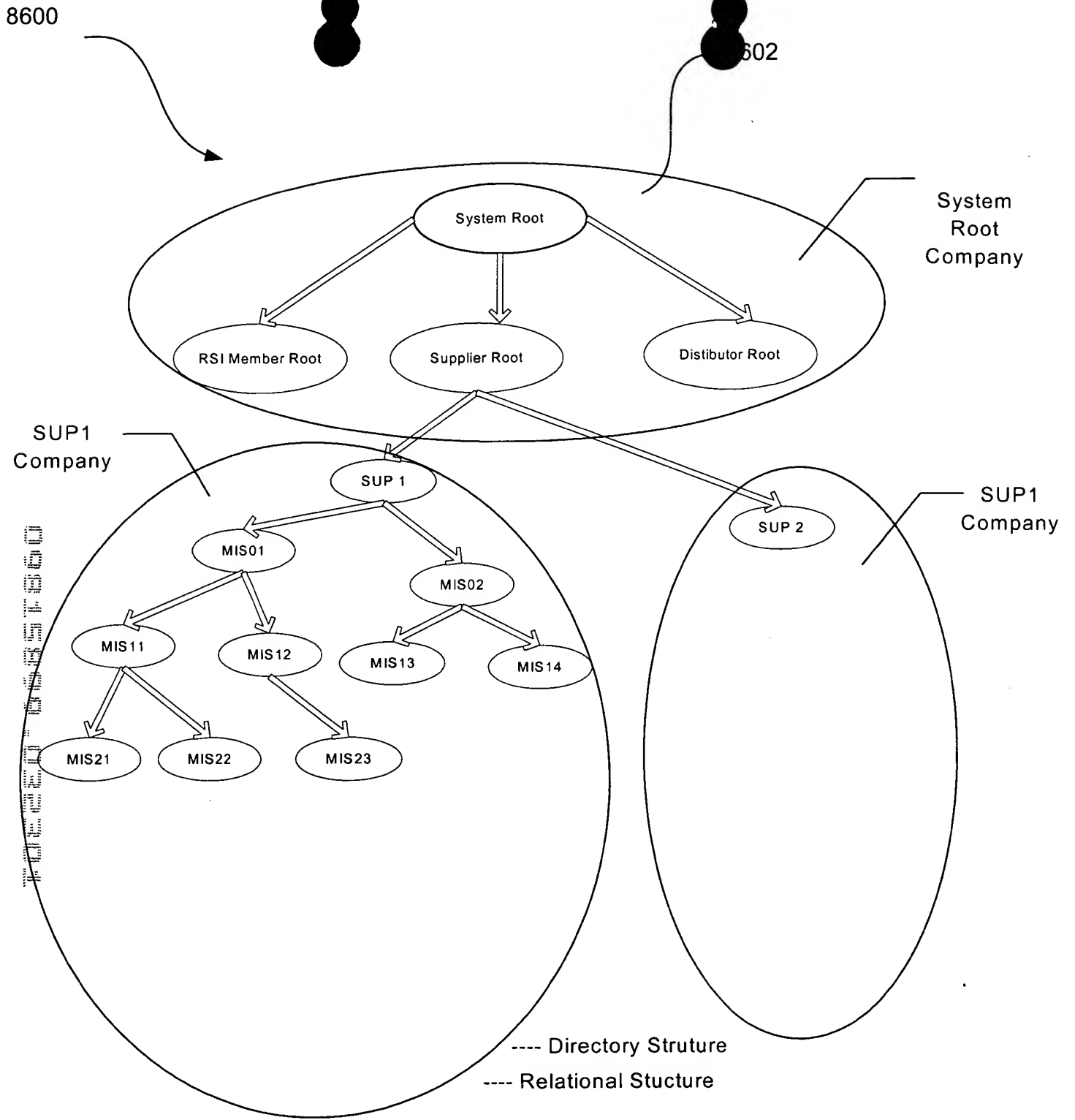
8404



**Fig. 84**



**Fig. 85**



**Fig. 86**

## Group Hierarchy Management: Data Flow

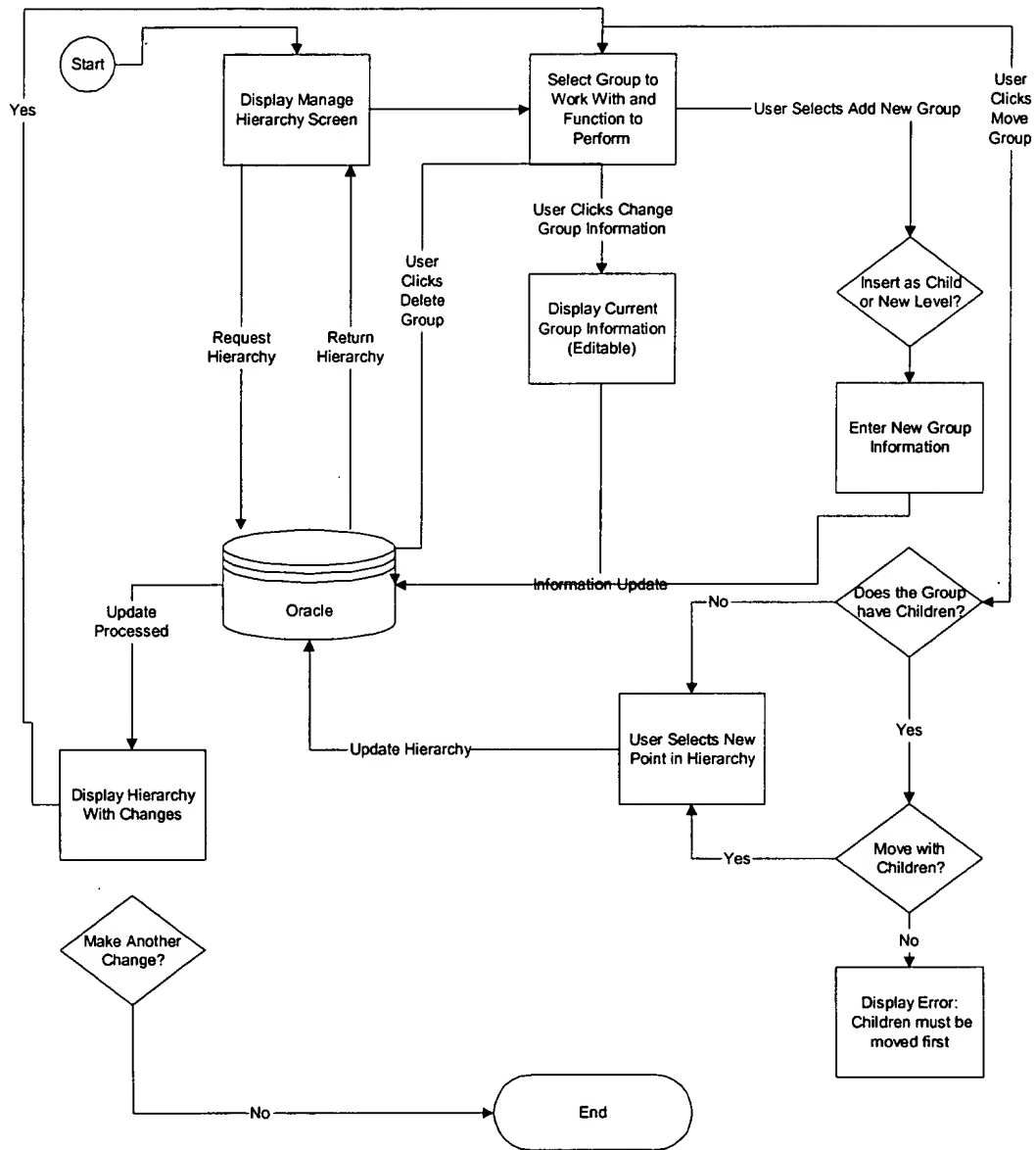


Fig. 87

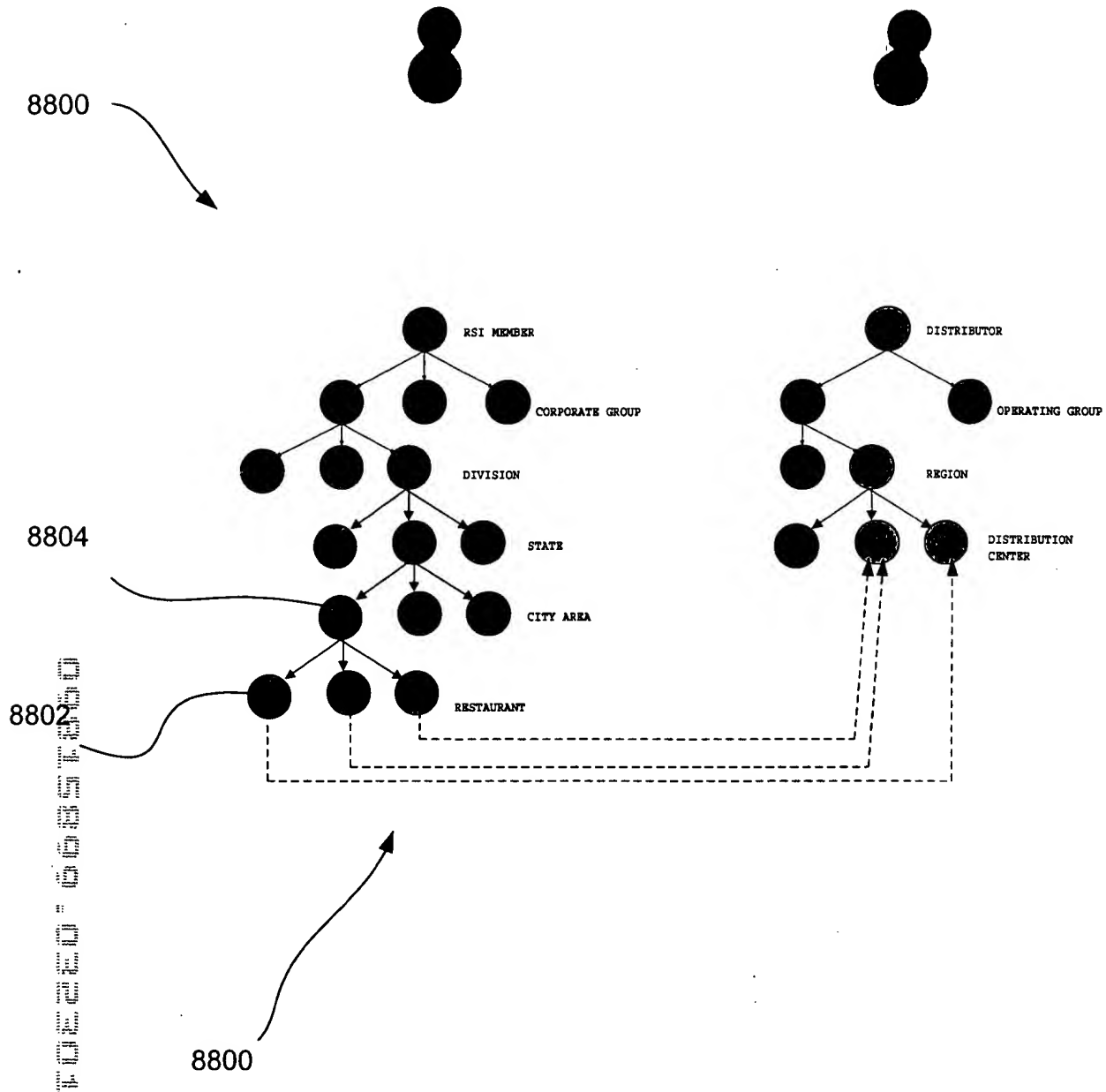


Fig. 88



8902

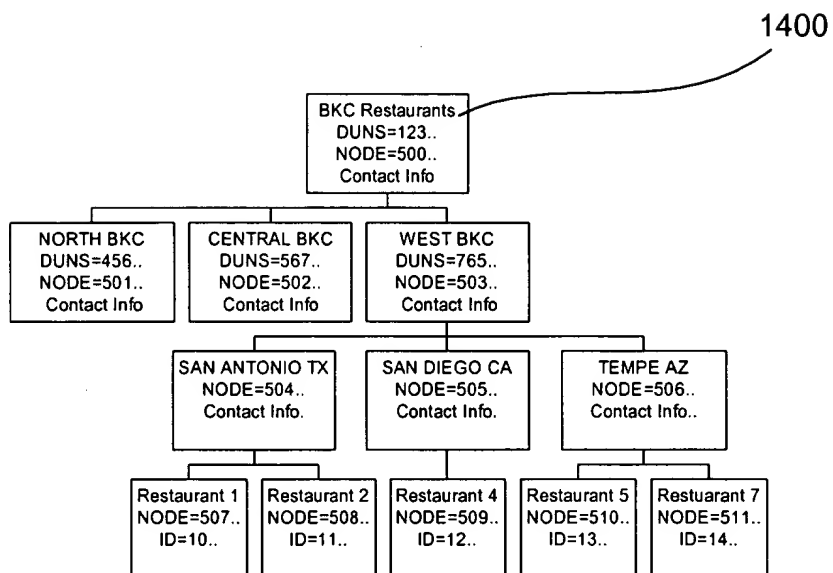


Fig. 89

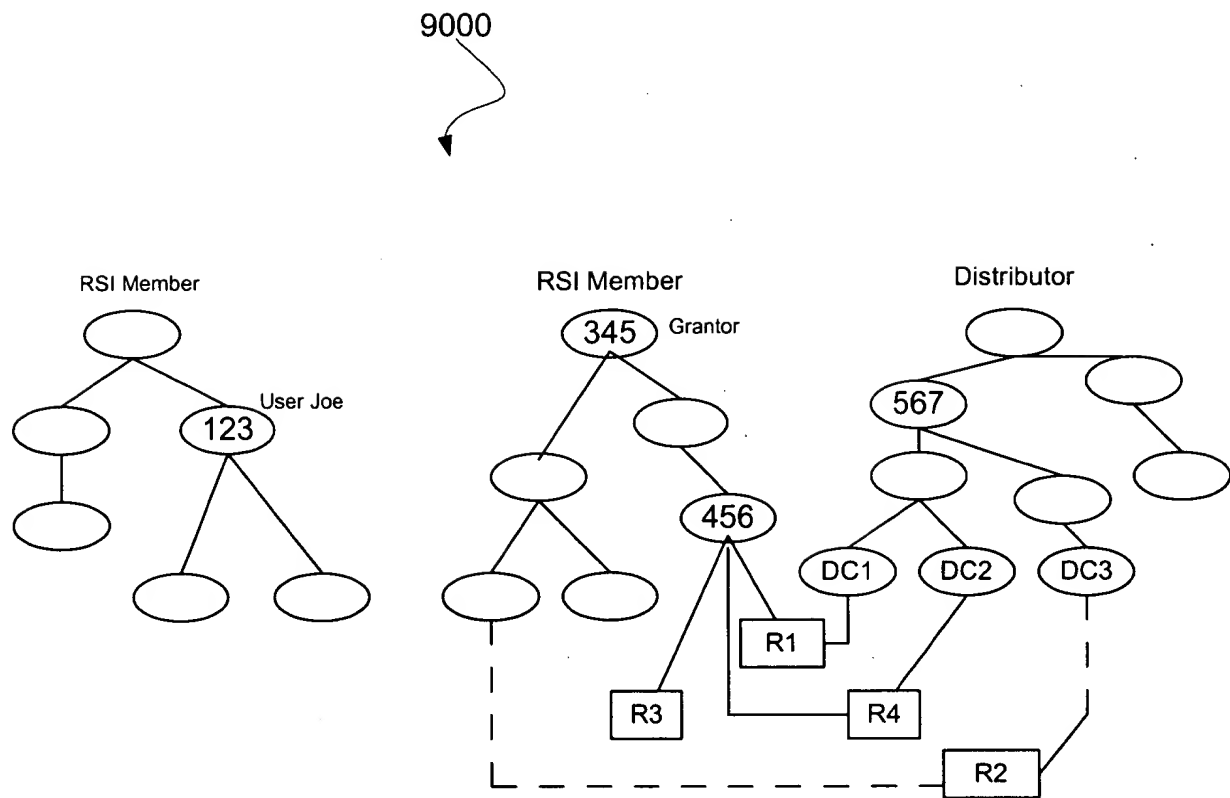


FIG. 90

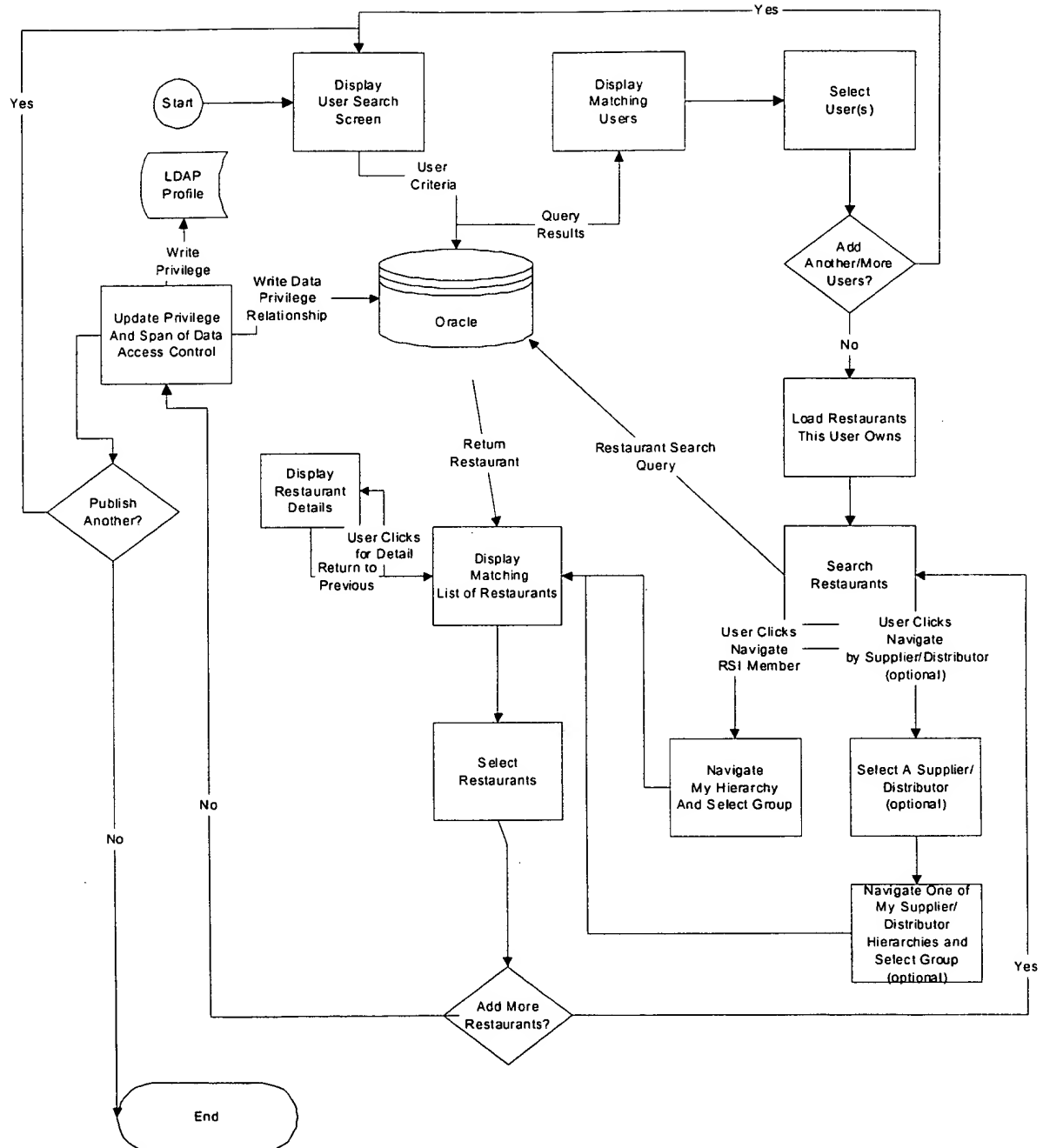
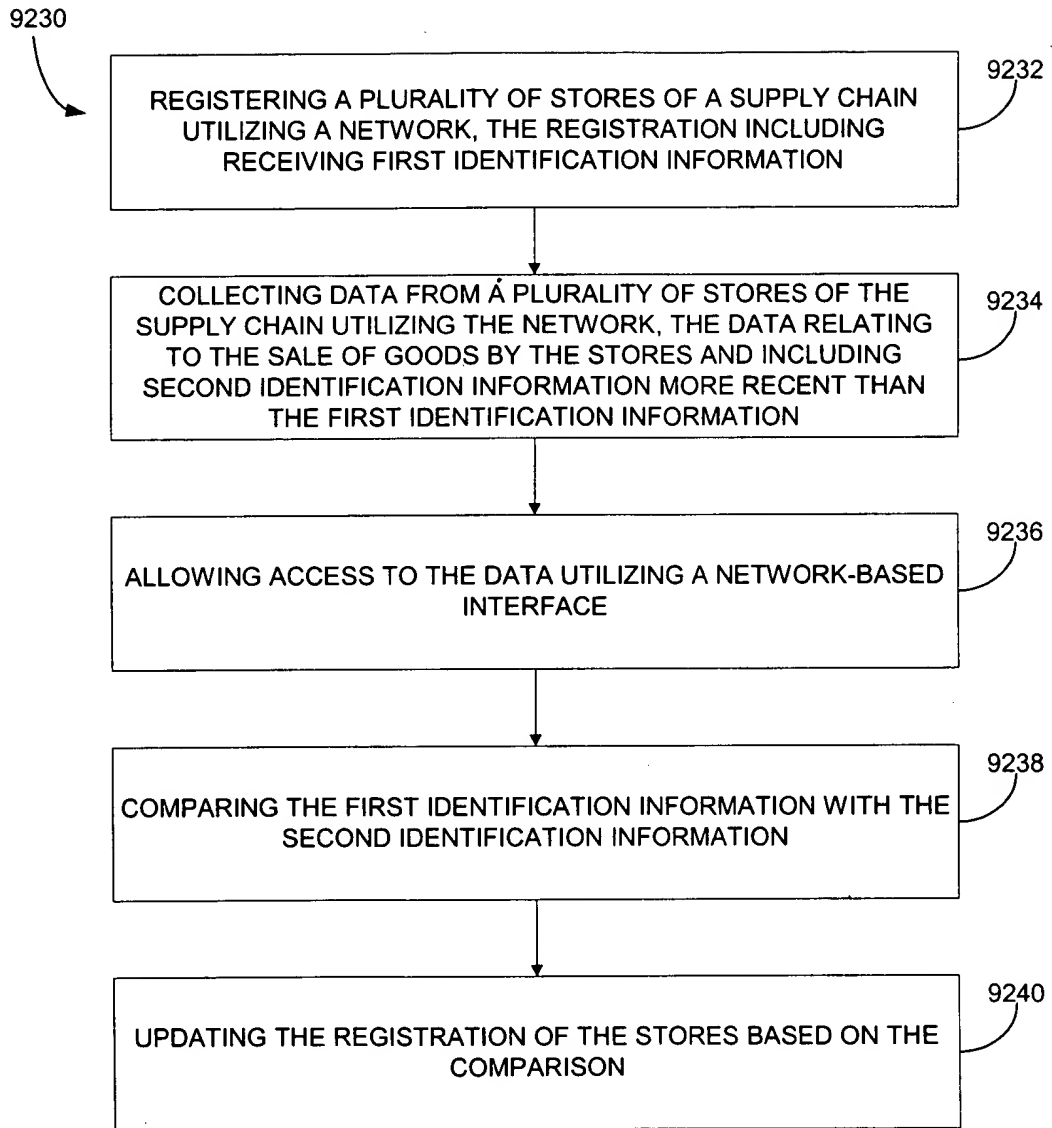
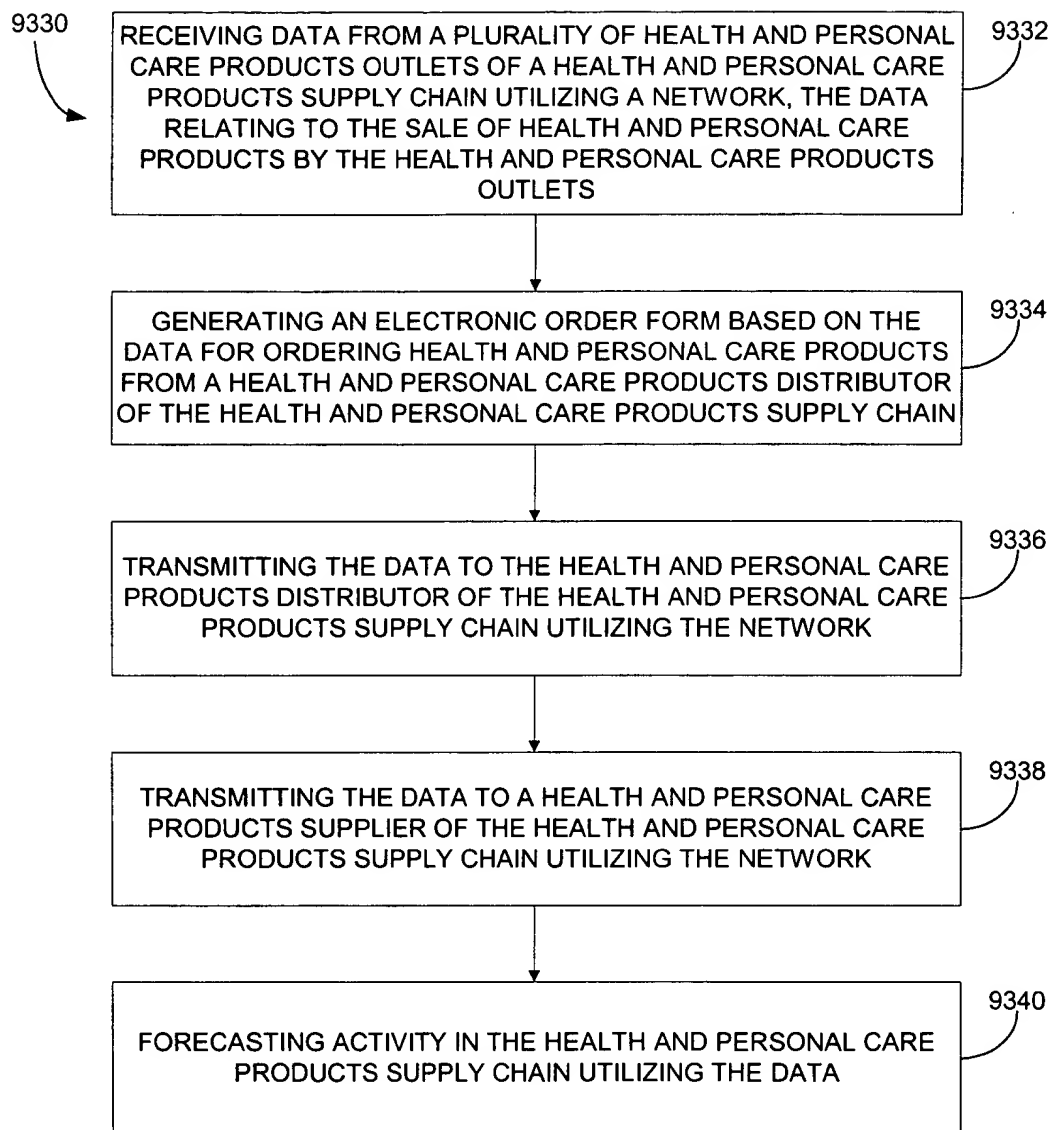


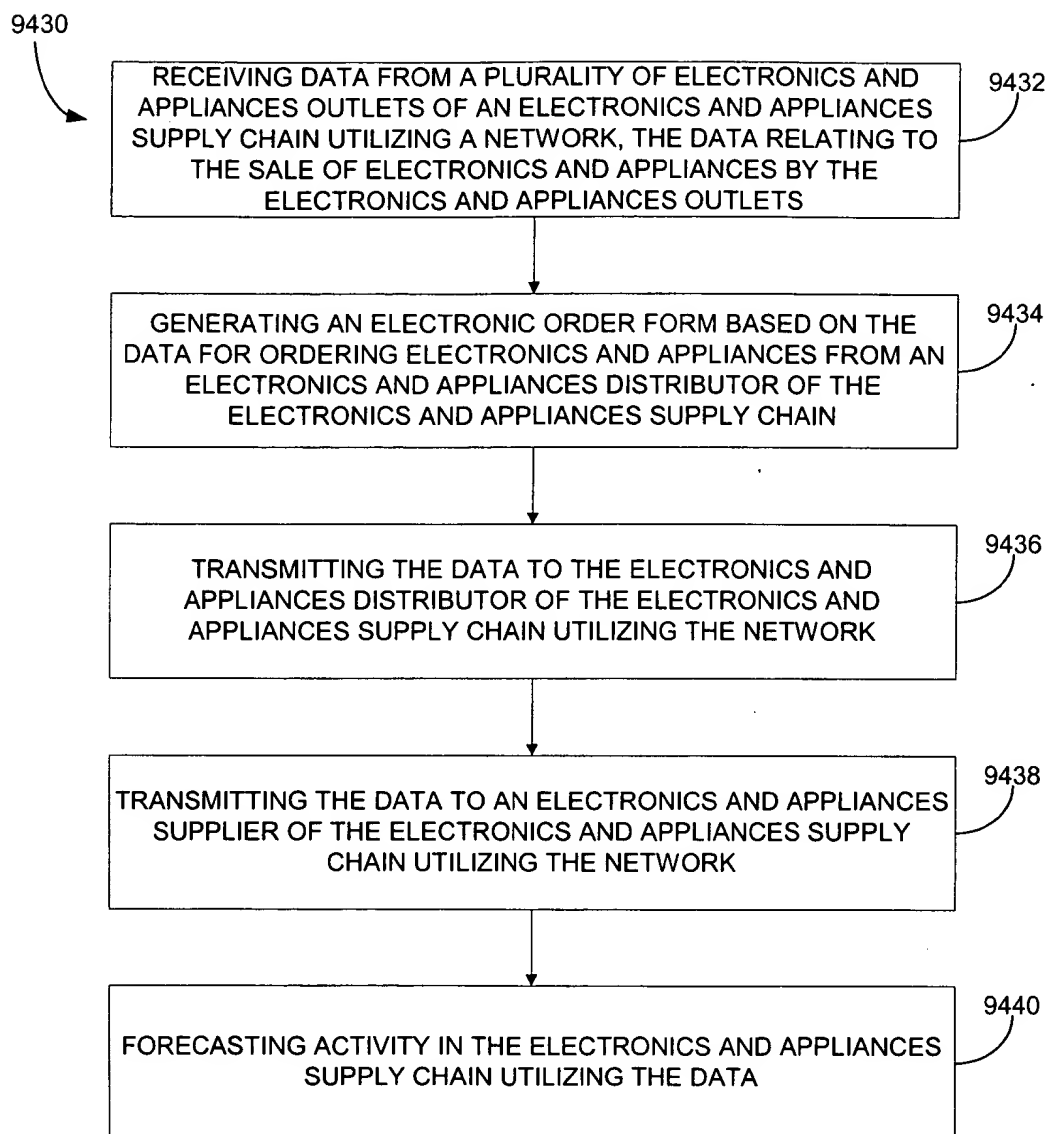
Fig. 91



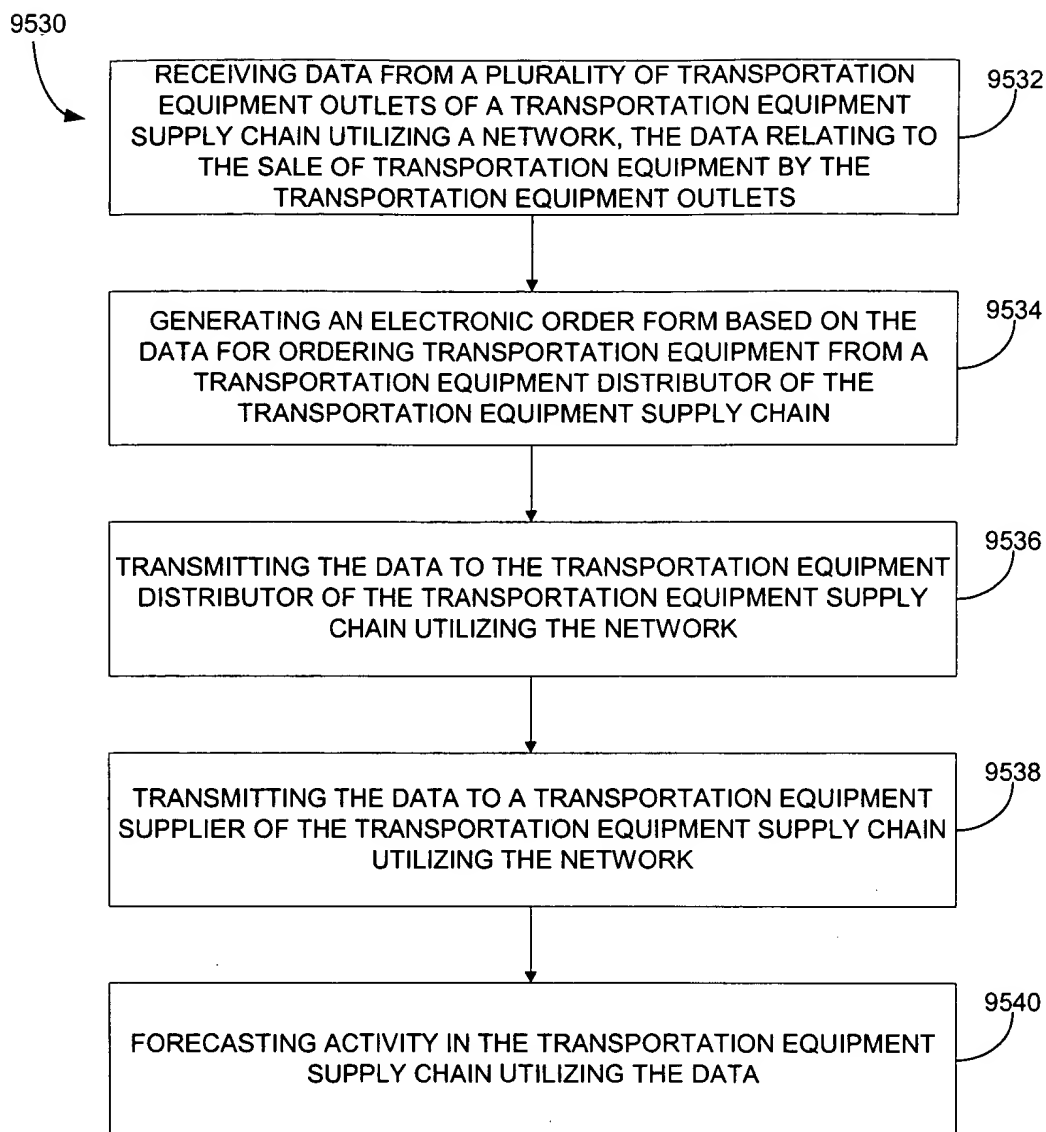
**FIG. 92**



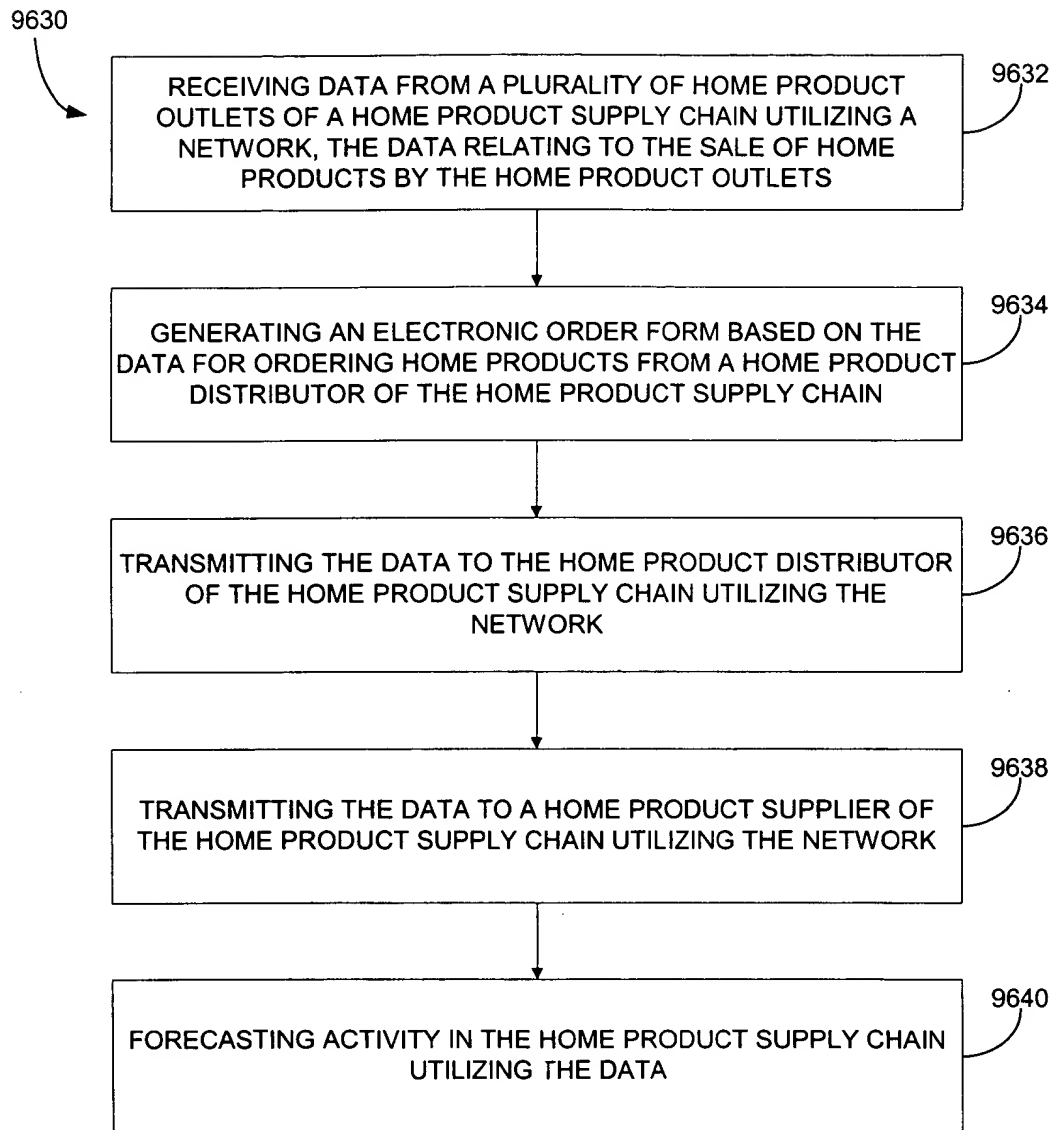
**FIG. 93**



**FIG. 94**

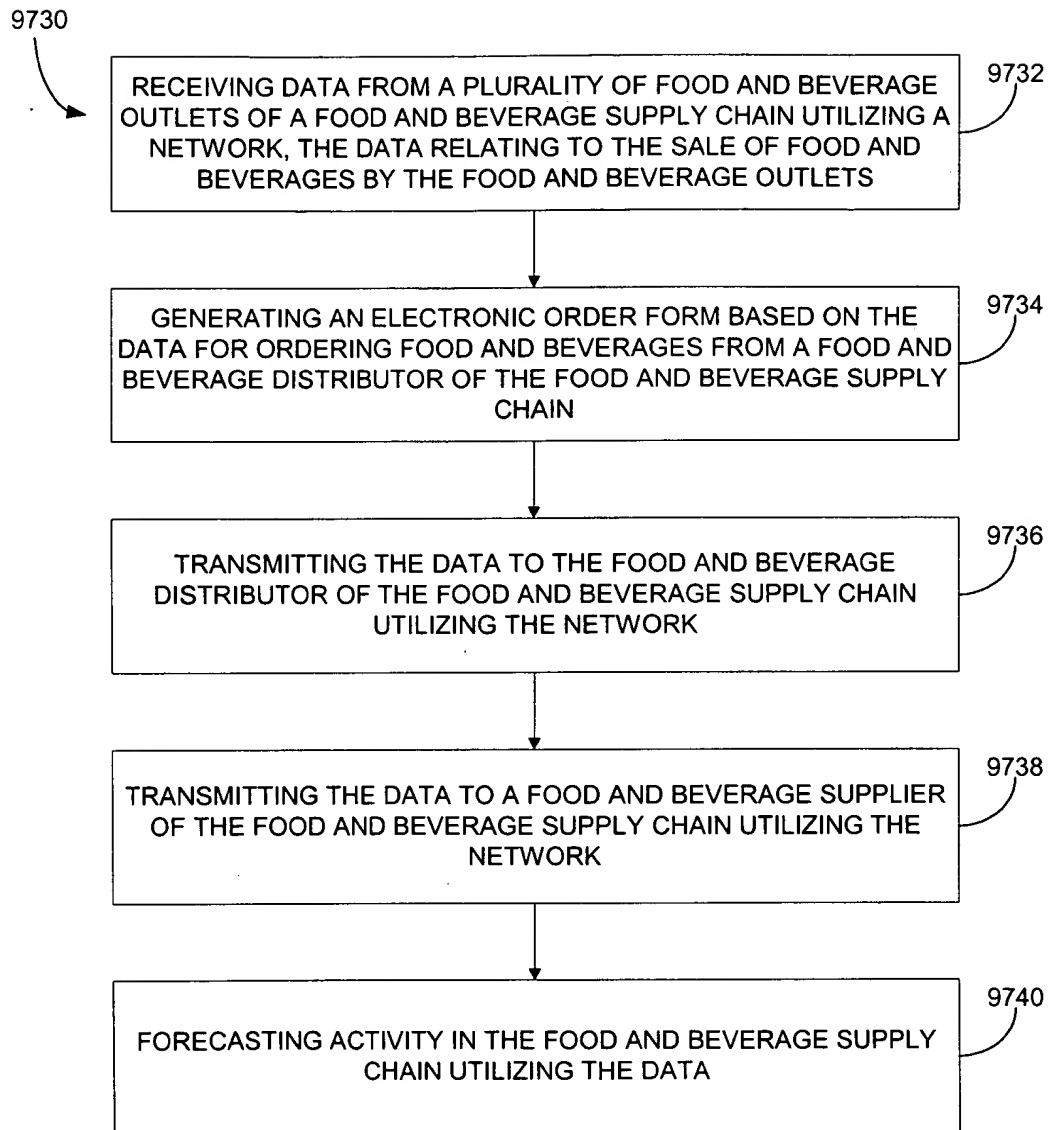


**FIG. 95**

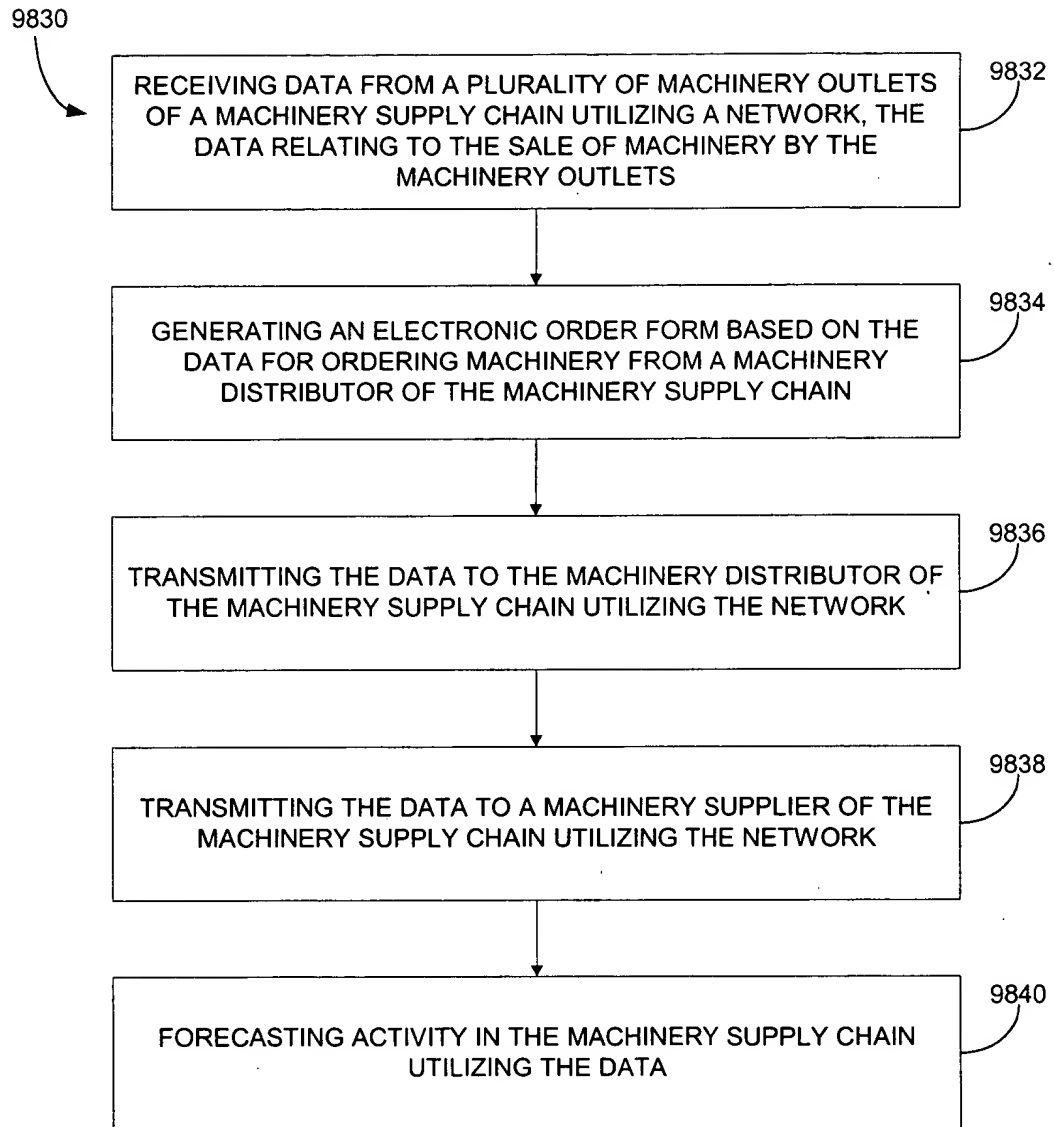


**FIG. 96**

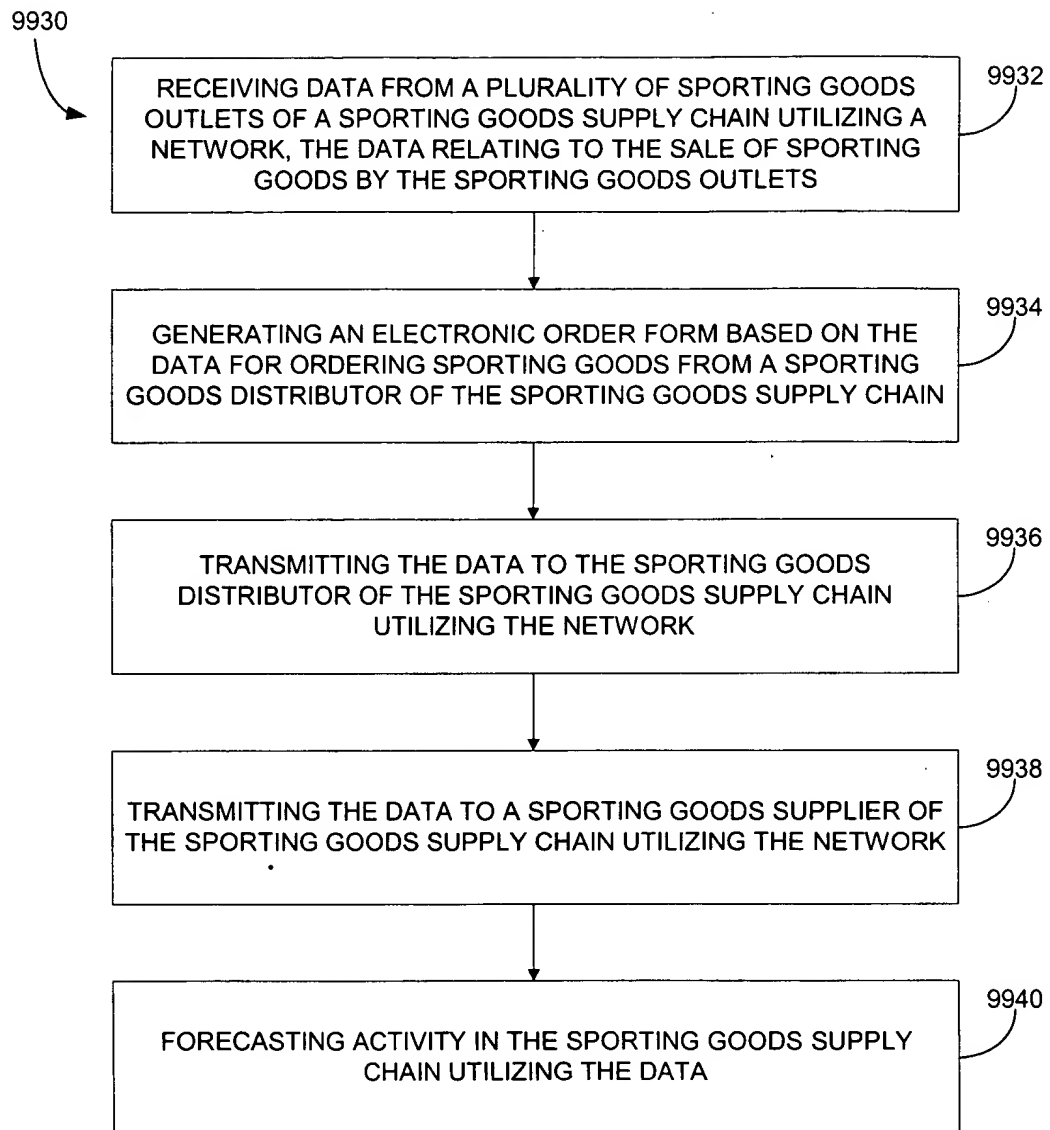




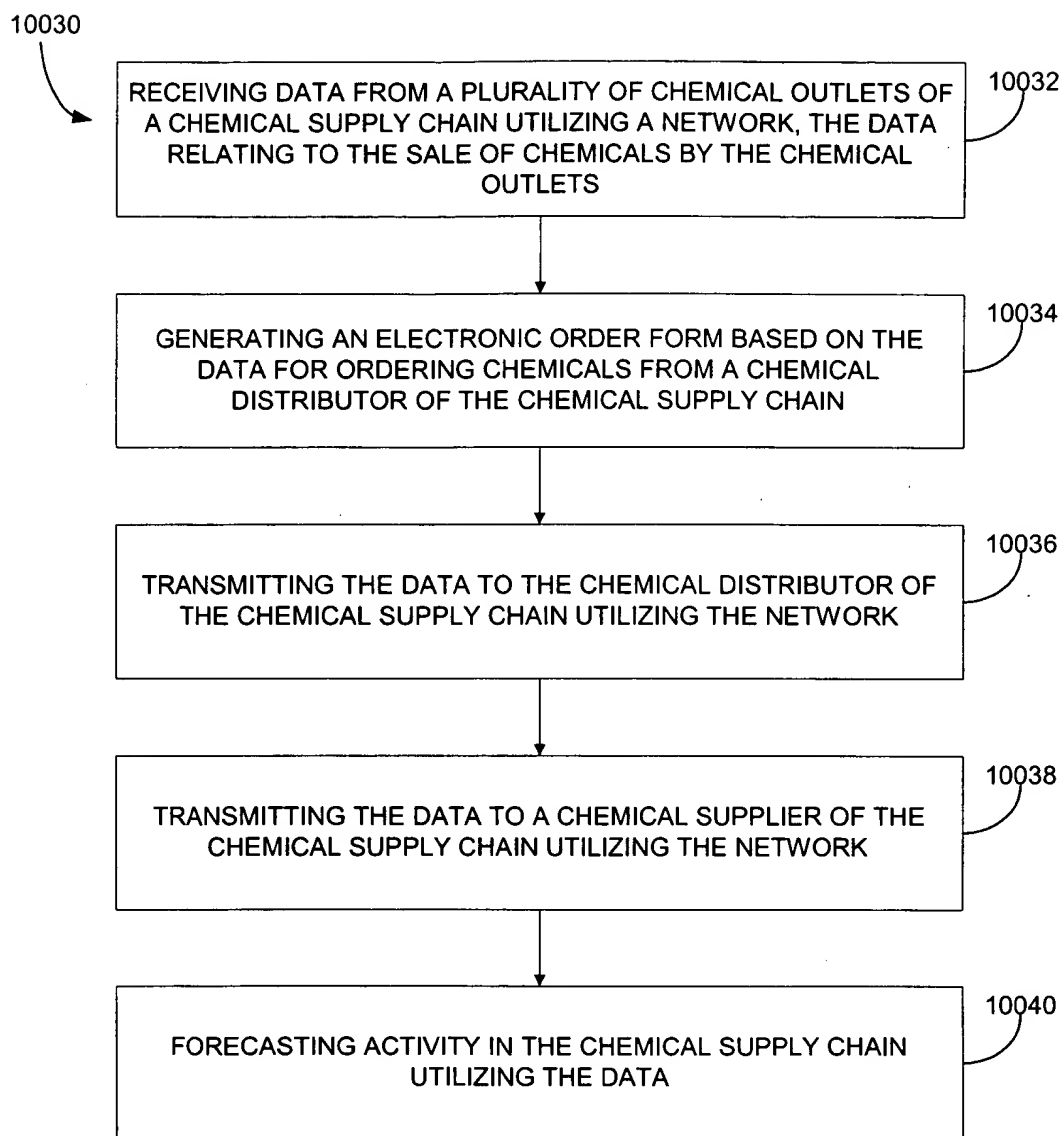
**FIG. 97**



**FIG. 98**



**FIG. 99**



**FIG. 100**

```
graph TD; 10130[10130] --> 10132[RECEIVING DATA FROM A PLURALITY OF DEPARTMENT STORE OUTLETS OF A DEPARTMENT STORE SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF DEPARTMENT STORE PRODUCTS BY THE DEPARTMENT STORE OUTLETS]; 10132 --> 10134[GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING DEPARTMENT STORE PRODUCTS FROM A DEPARTMENT STORE DISTRIBUTOR OF THE DEPARTMENT STORE SUPPLY CHAIN]; 10134 --> 10136[TRANSMITTING THE DATA TO THE DEPARTMENT STORE DISTRIBUTOR OF THE DEPARTMENT STORE SUPPLY CHAIN UTILIZING THE NETWORK]; 10136 --> 10138[TRANSMITTING THE DATA TO A DEPARTMENT STORE SUPPLIER OF THE DEPARTMENT STORE SUPPLY CHAIN UTILIZING THE NETWORK]; 10138 --> 10140[FORECASTING ACTIVITY IN THE DEPARTMENT STORE SUPPLY CHAIN UTILIZING THE DATA];
```

10130

10132 RECEIVING DATA FROM A PLURALITY OF DEPARTMENT STORE OUTLETS OF A DEPARTMENT STORE SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF DEPARTMENT STORE PRODUCTS BY THE DEPARTMENT STORE OUTLETS

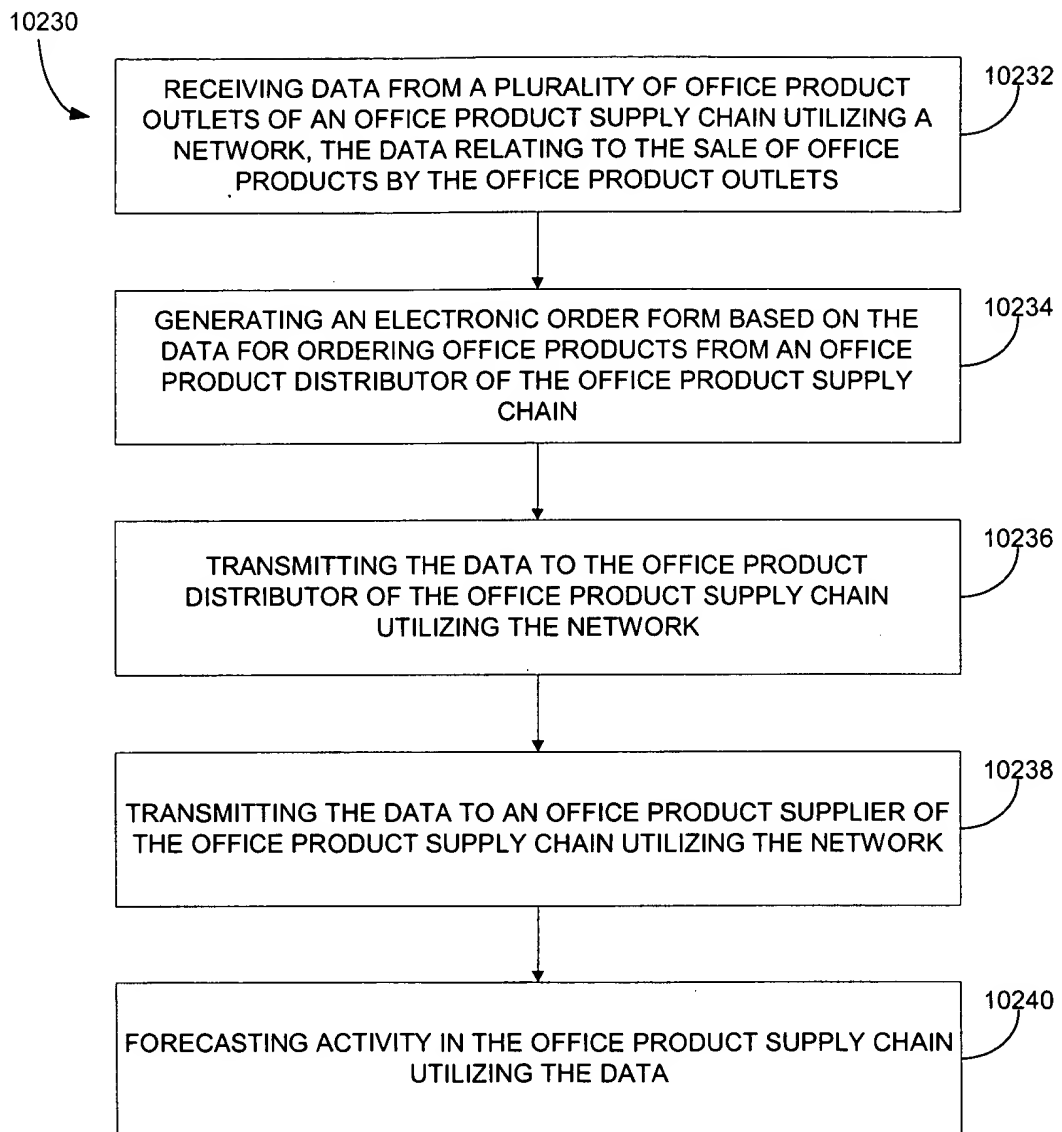
10134 GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING DEPARTMENT STORE PRODUCTS FROM A DEPARTMENT STORE DISTRIBUTOR OF THE DEPARTMENT STORE SUPPLY CHAIN

10136 TRANSMITTING THE DATA TO THE DEPARTMENT STORE DISTRIBUTOR OF THE DEPARTMENT STORE SUPPLY CHAIN UTILIZING THE NETWORK

10138 TRANSMITTING THE DATA TO A DEPARTMENT STORE SUPPLIER OF THE DEPARTMENT STORE SUPPLY CHAIN UTILIZING THE NETWORK

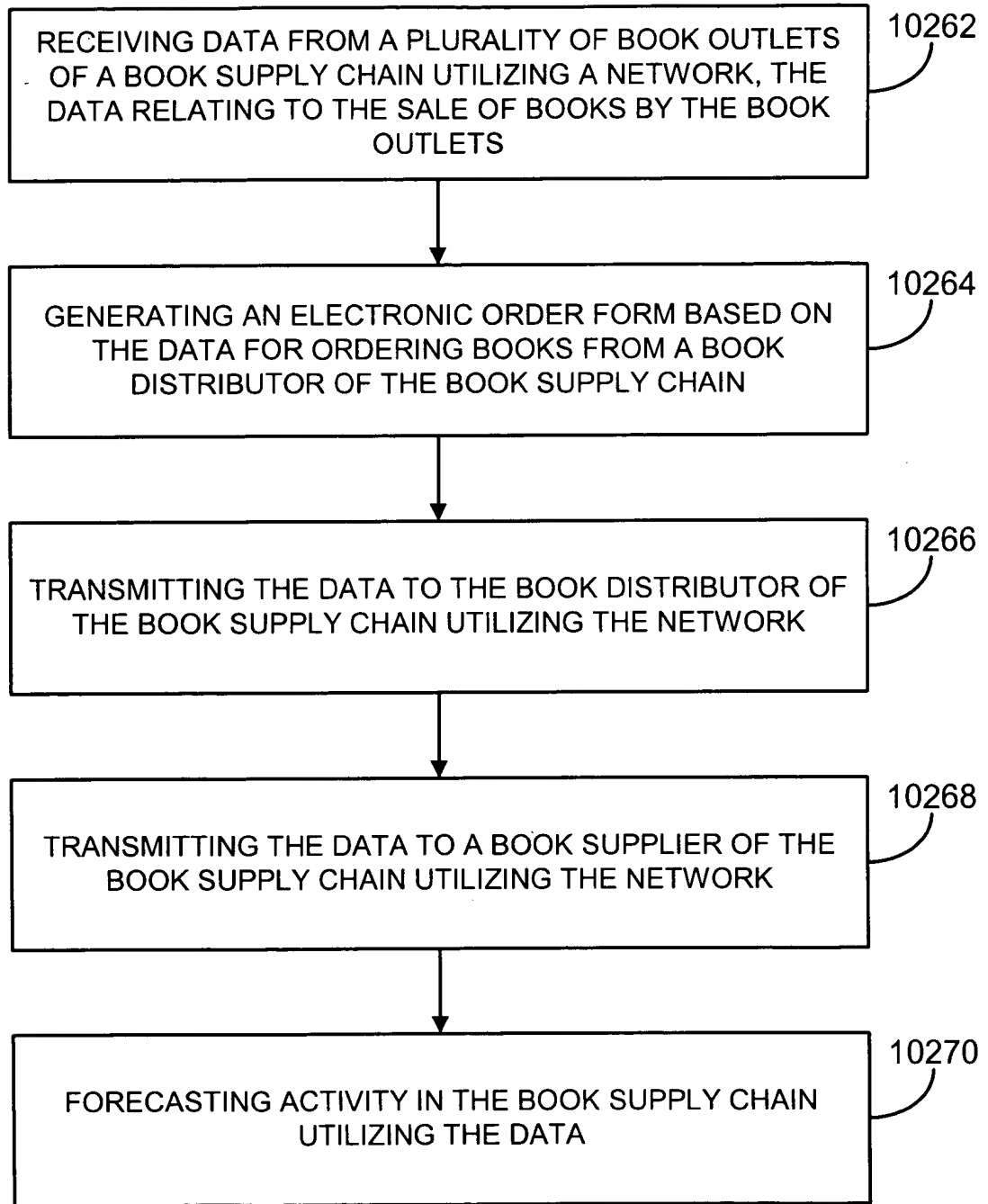
10140 FORECASTING ACTIVITY IN THE DEPARTMENT STORE SUPPLY CHAIN UTILIZING THE DATA

**FIG. 101**

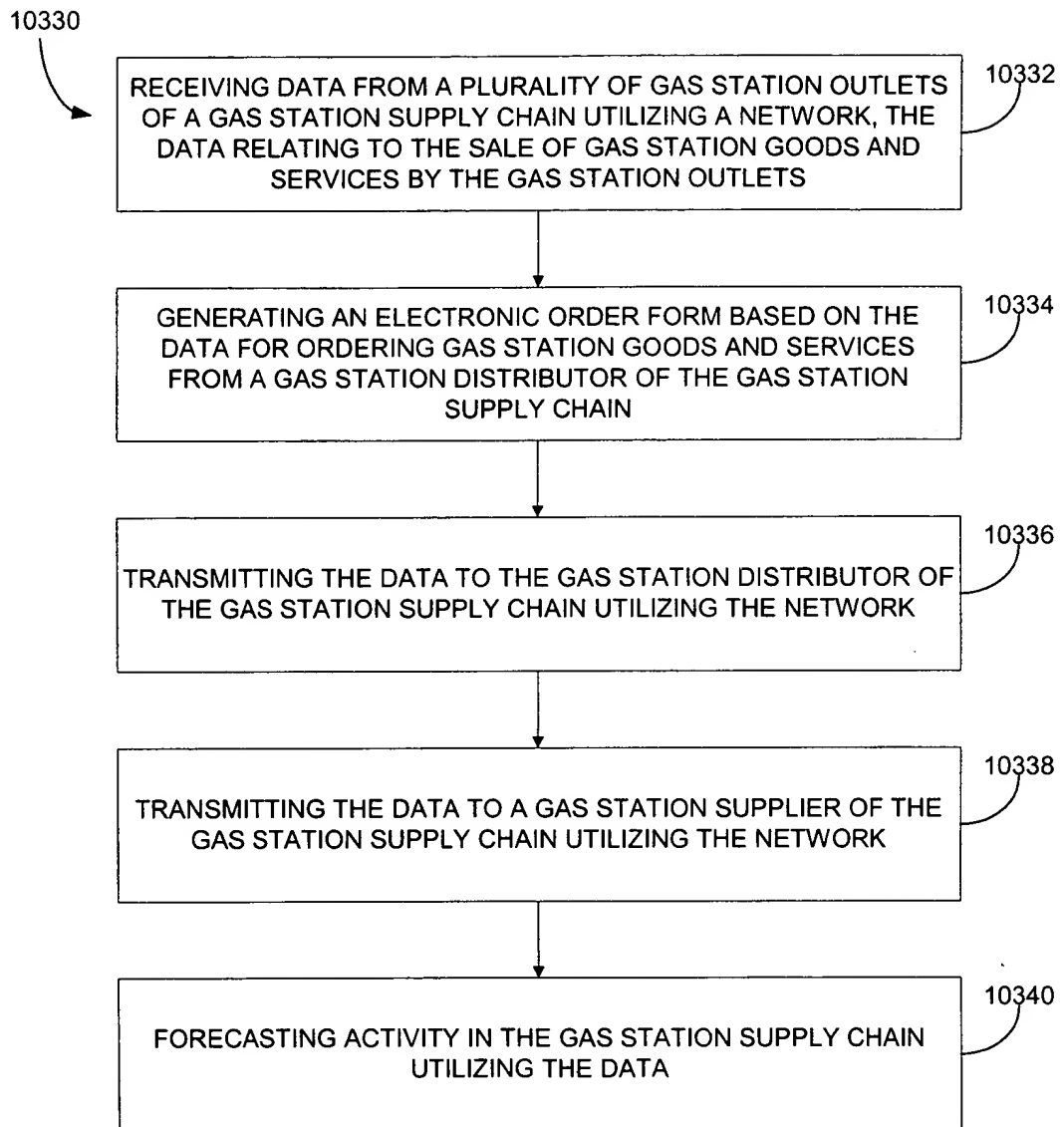


**FIG. 102A**

10260



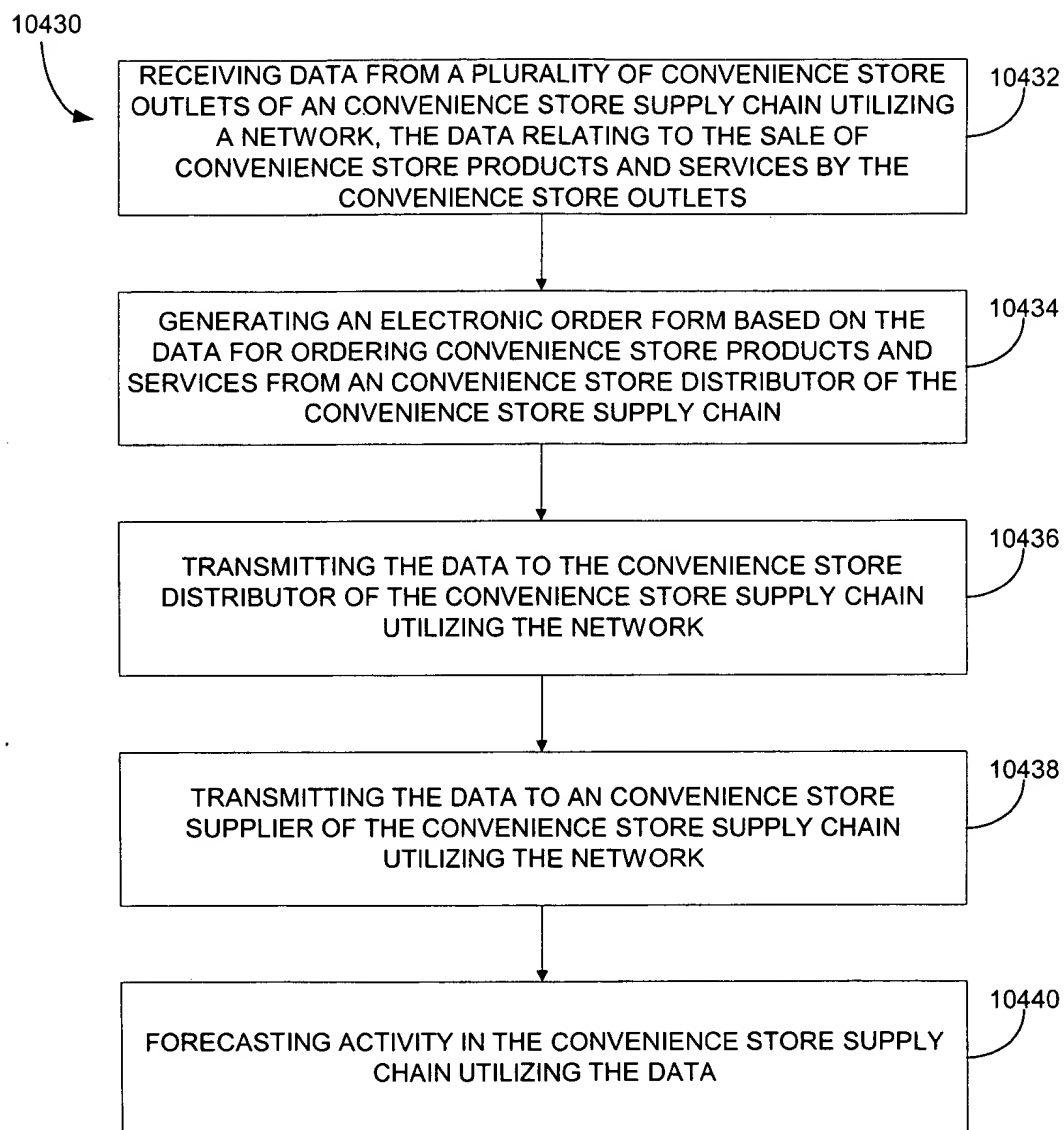
**FIG. 102B**



**FIG. 103**

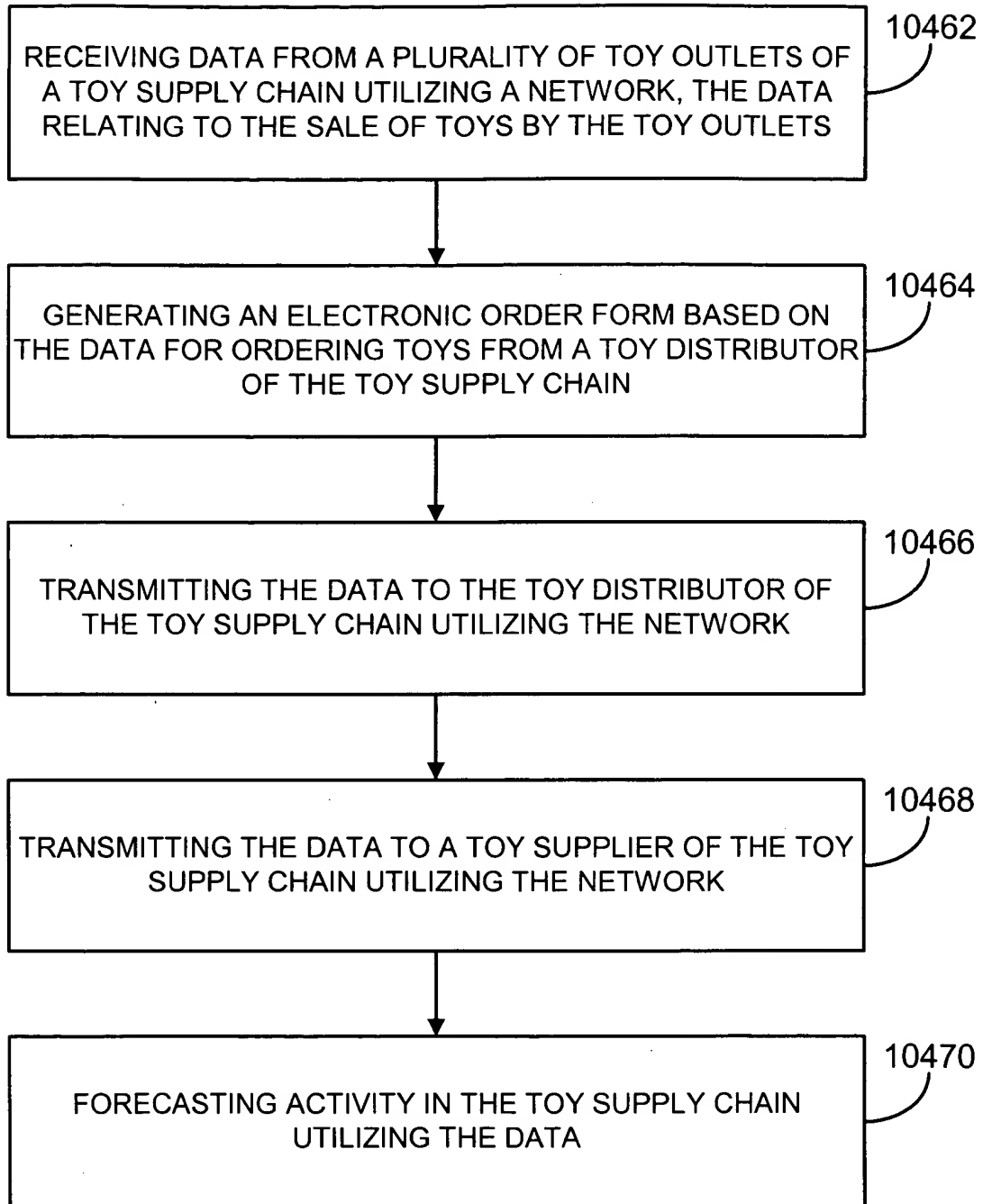


10430 10432 10434 10436 10438 10440

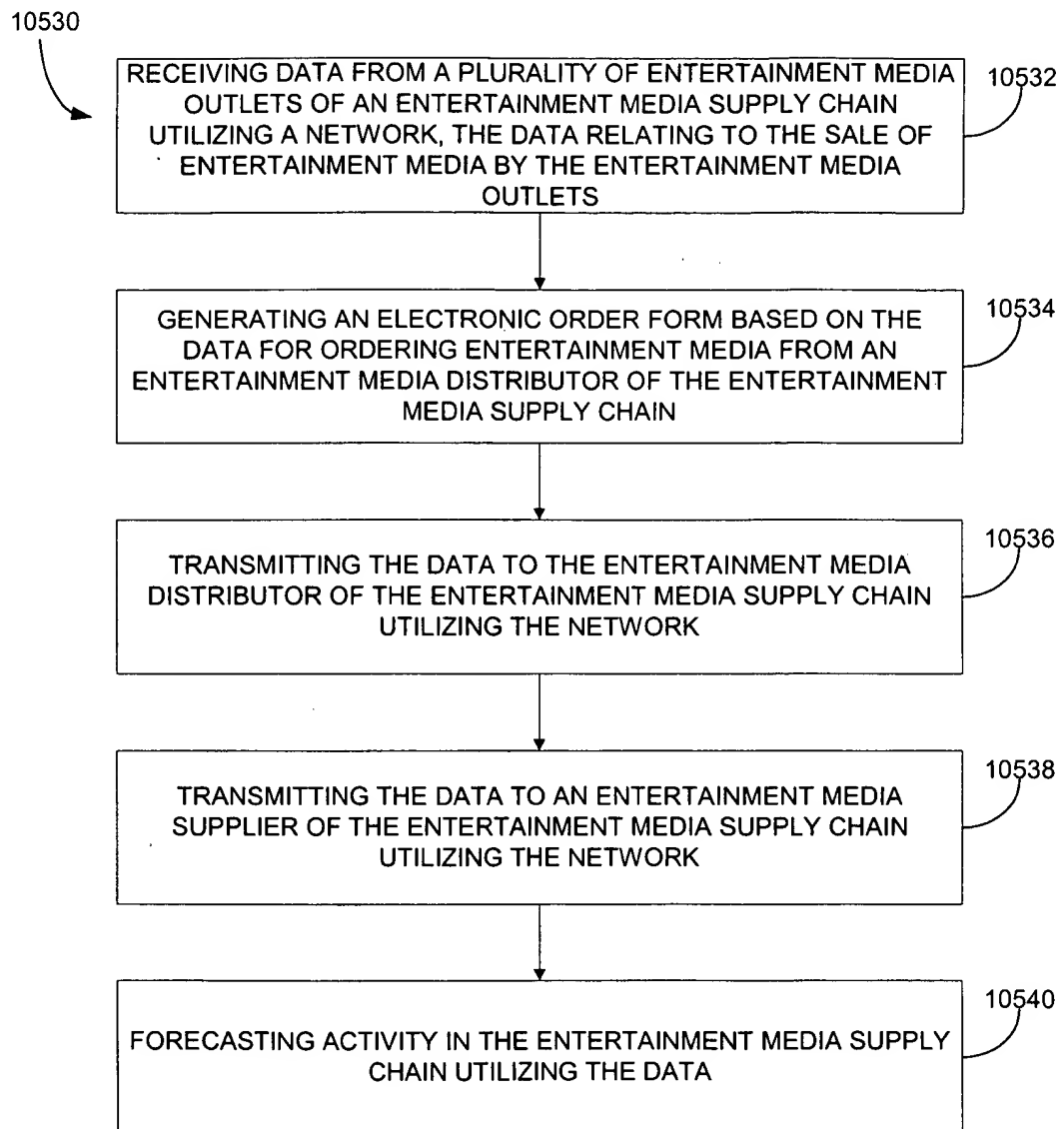


**FIG. 104A**

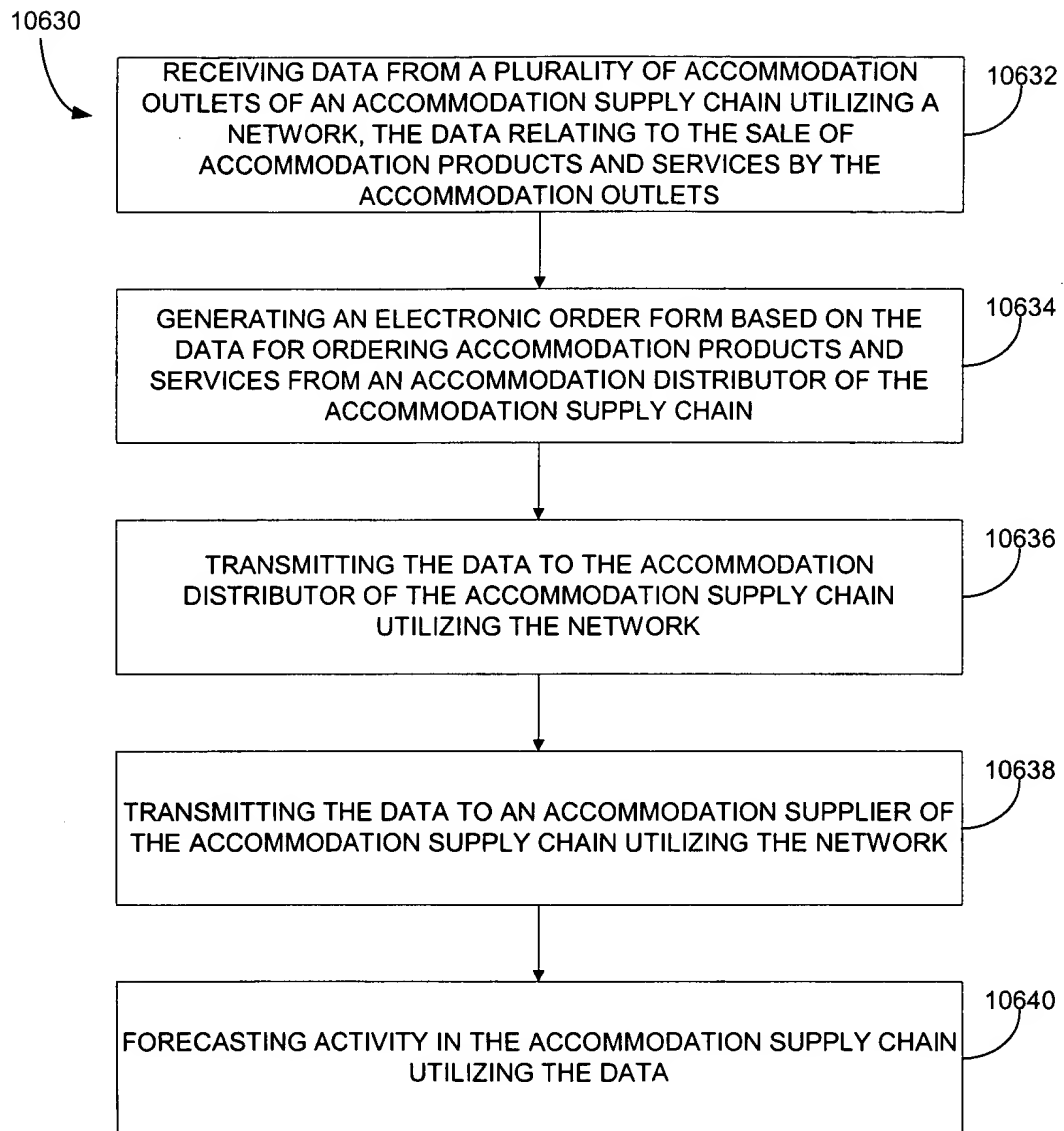
10460



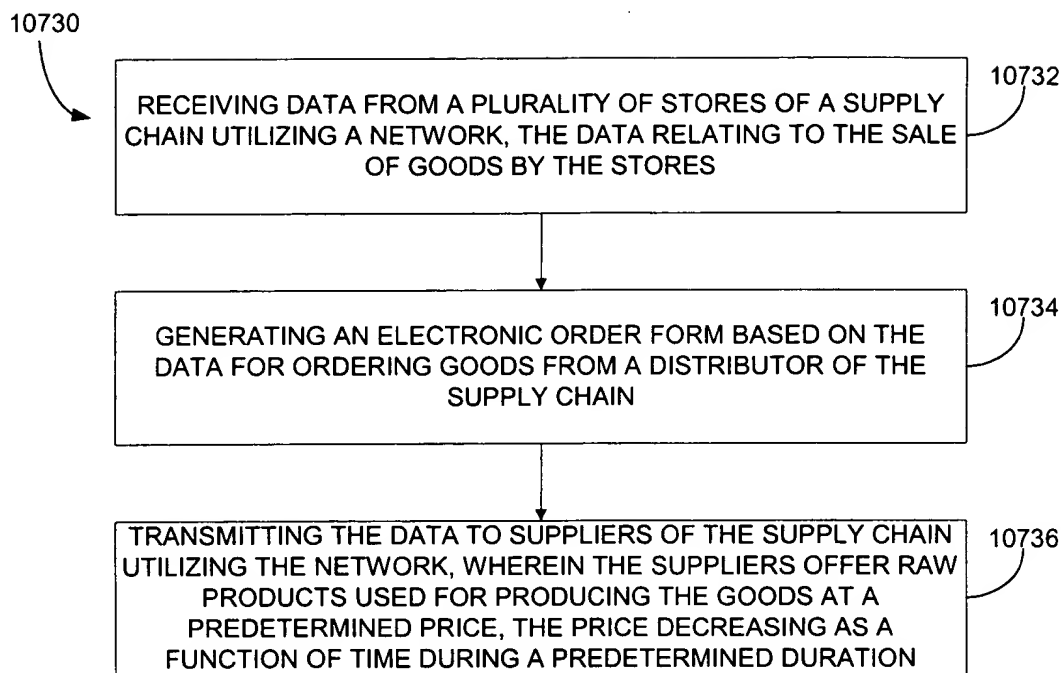
**FIG. 104B**



**FIG. 105**

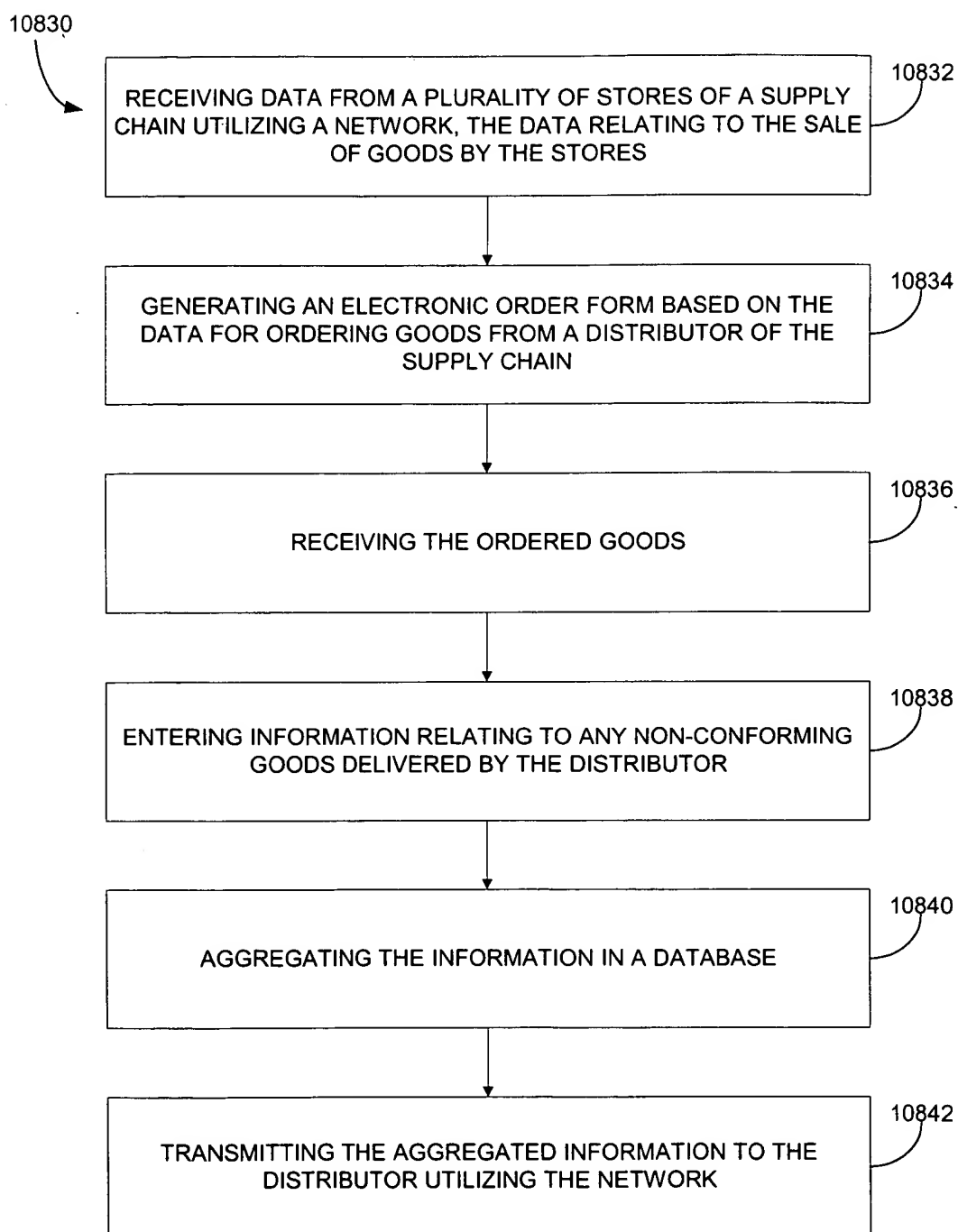


**FIG. 106**



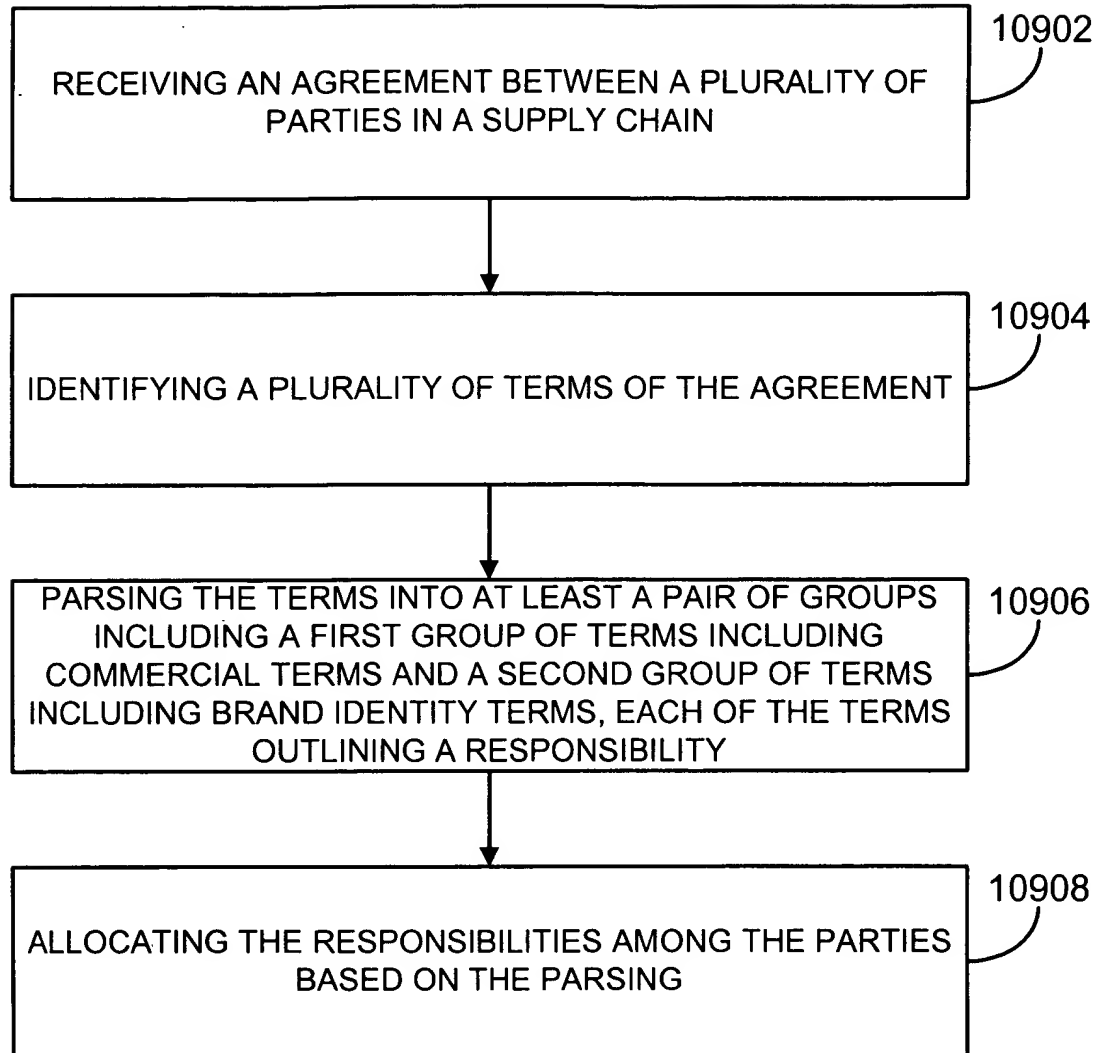
**FIG. 107**

FIG. 107: 6000000

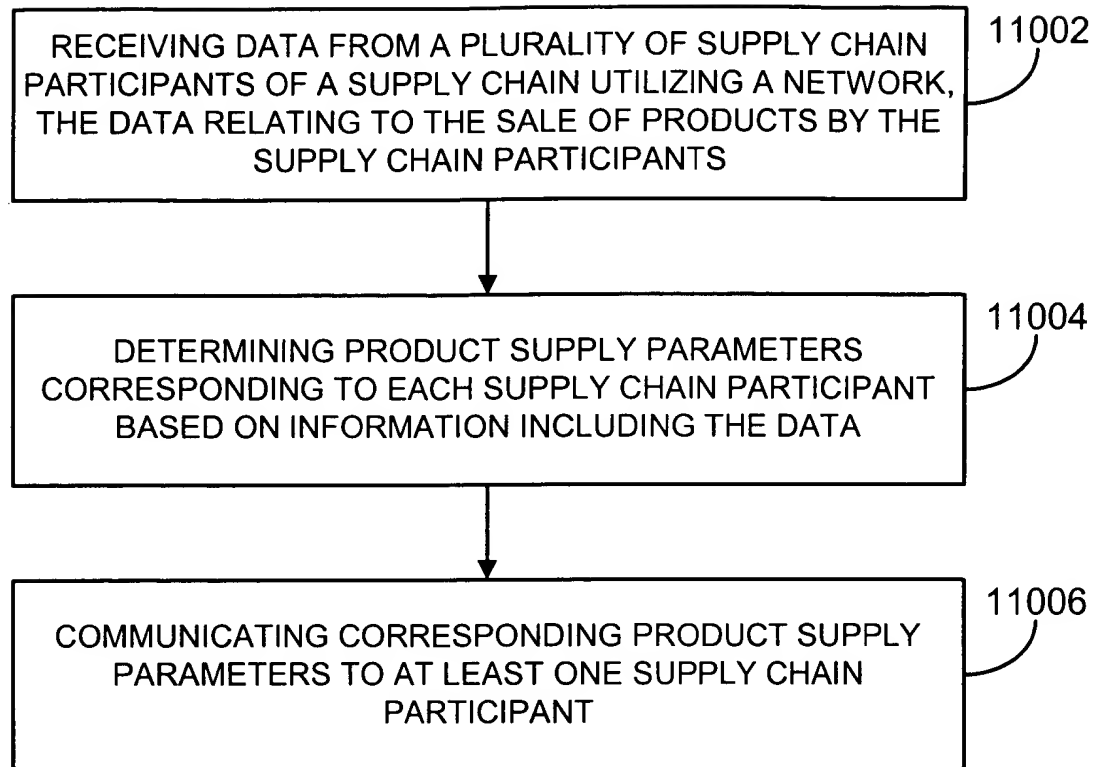


**FIG. 108**

10900



**FIG. 109**



**FIG. 110**



11100



RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11102



DETERMINING RULES TO ENSURE THE INCURRENCE OF MINIMAL COSTS TO THE SUPPLY CHAIN PARTICIPANTS

11104



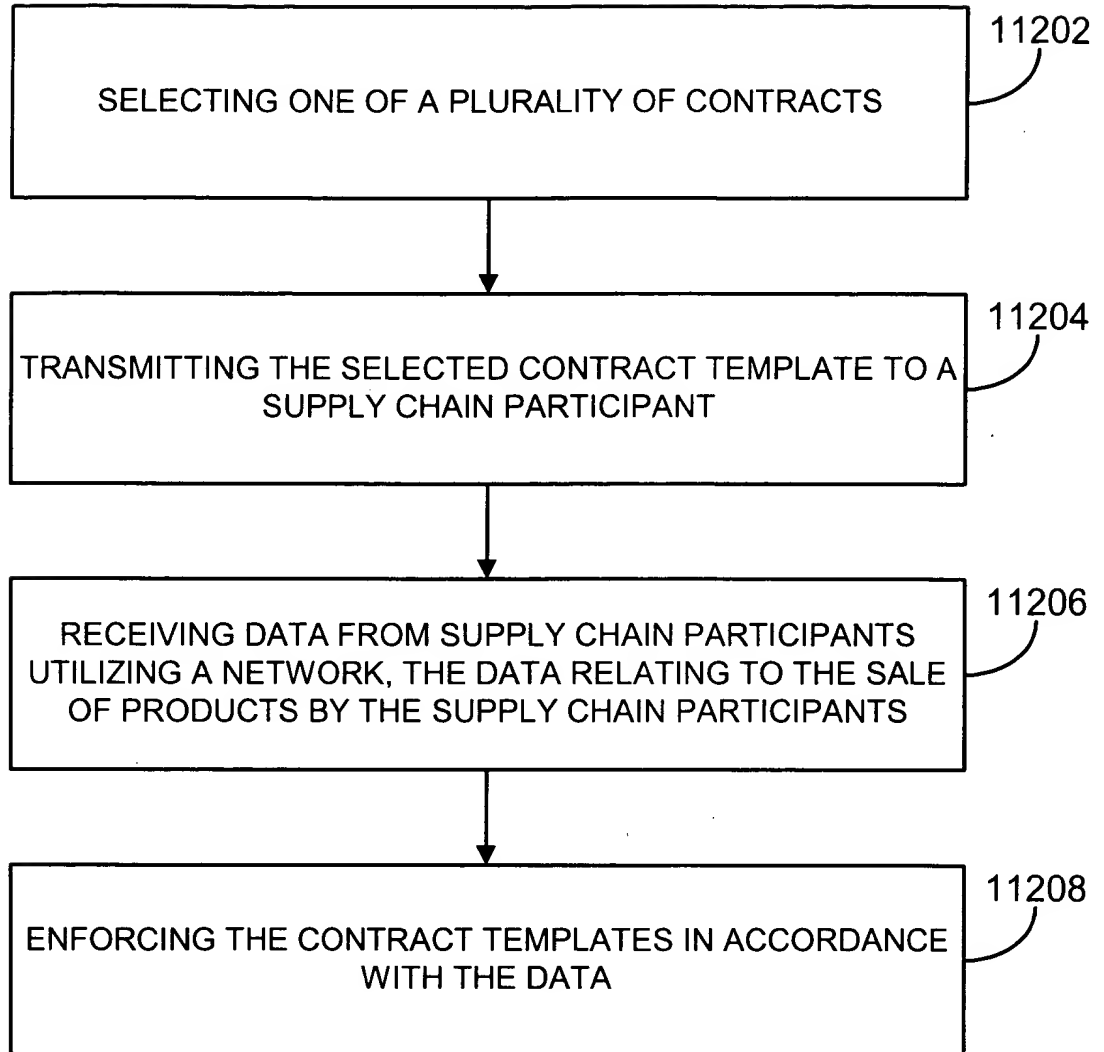
APPLYING THE RULES TO ENSURE SUPPLY TO THE SUPPLY CHAIN PARTICIPANTS AT MINIMAL COST WITHOUT REQUIRING THE SUPPLY CHAIN MANAGER TO TAKE TITLE TO ANY GOODS

11106

**FIG. 111**

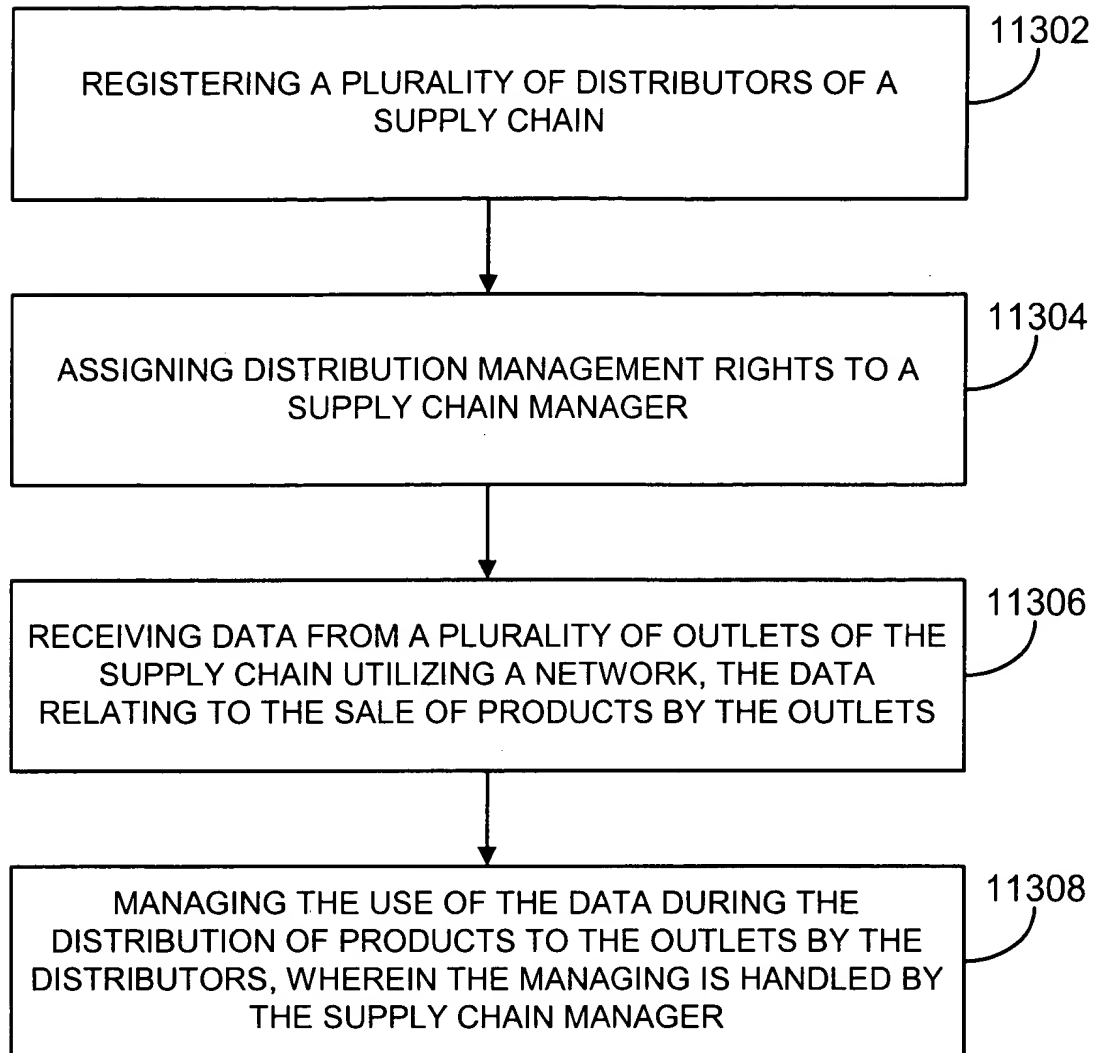
11100 11102 11104 11106

11200



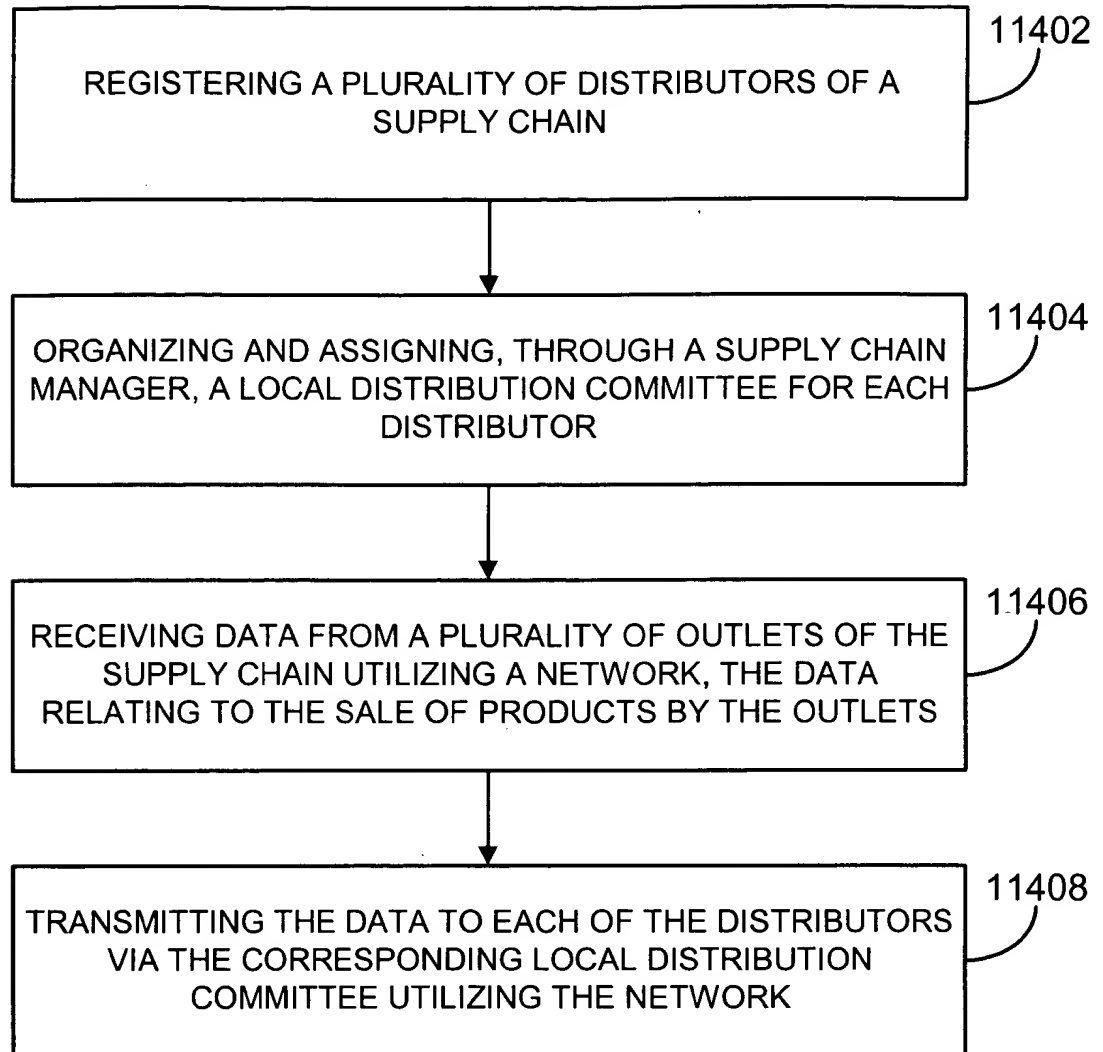
**FIG. 112**

11300



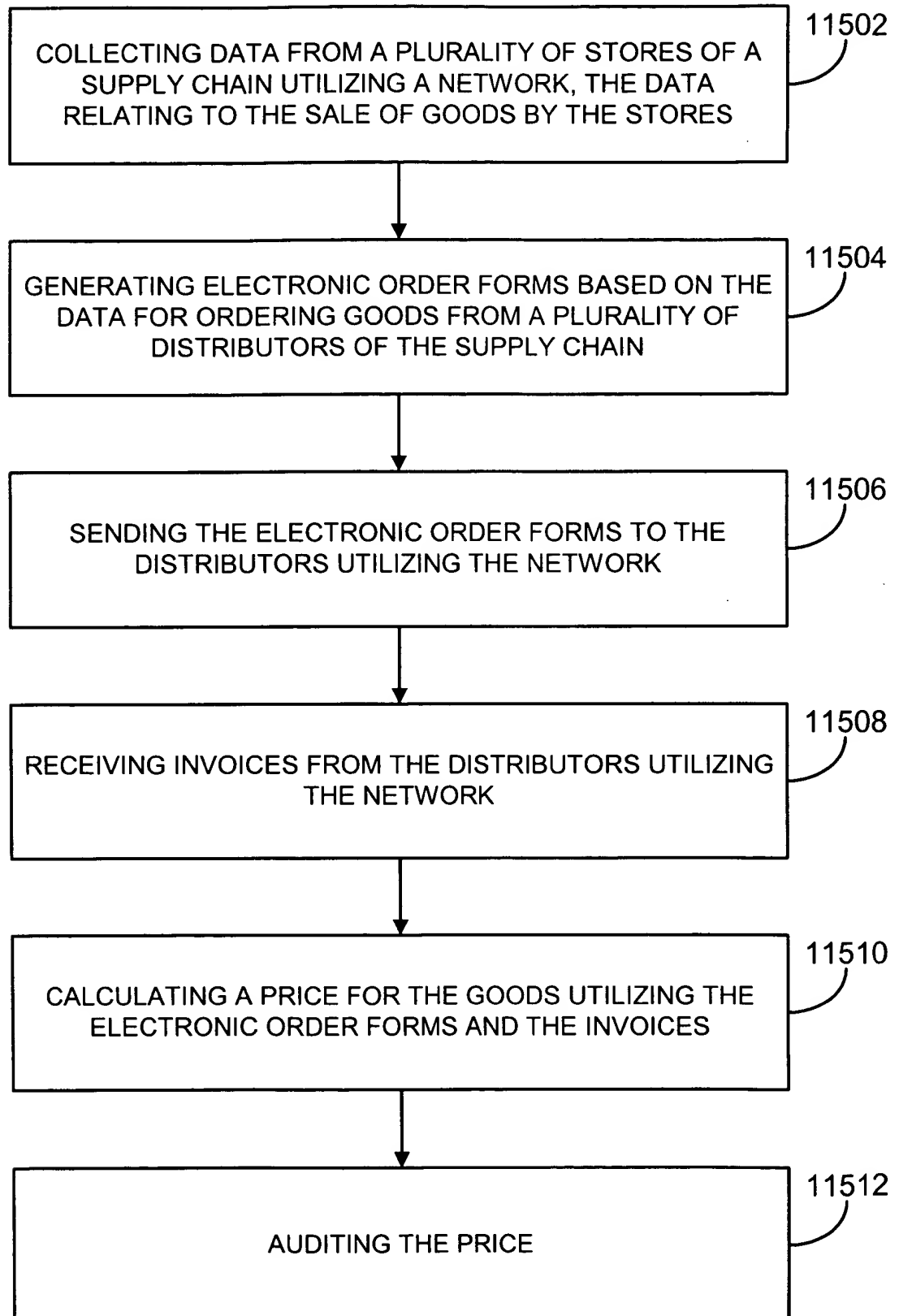
**FIG. 113**

11400



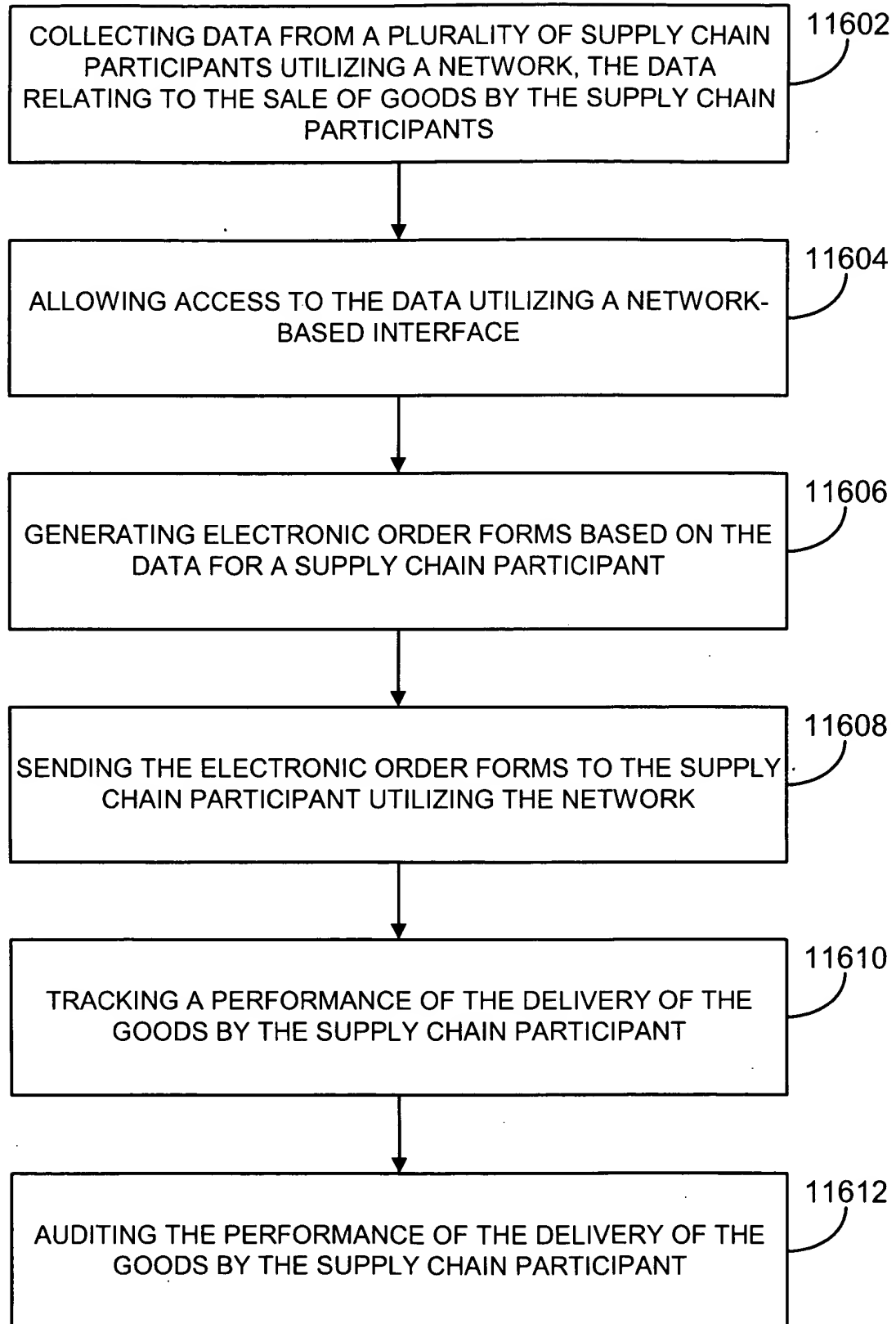
**FIG. 114**

11500



**FIG. 115**

11600



**FIG. 116**

11700



COLLECTING DATA FROM A PLURALITY OF OUTLETS OF A  
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA  
RELATING TO THE SALE OF GOODS BY THE OUTLETS

11702



ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-  
BASED INTERFACE

11704



PROCESSING THE DATA

11706

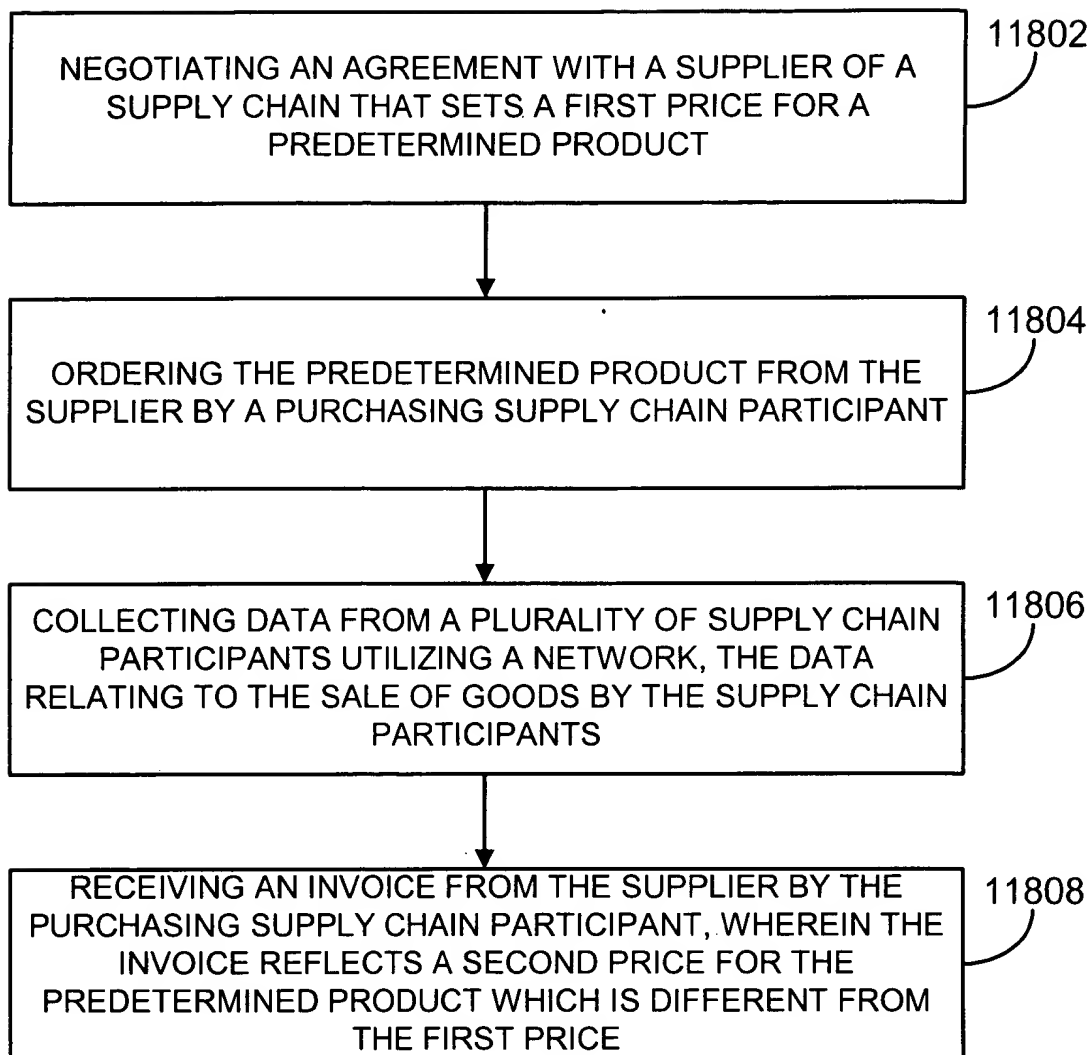


SENDING THE PROCESSED DATA TO AT LEAST ONE OF A  
SUPPLIER, A DISTRIBUTOR AND THE OUTLETS IN THE  
SUPPLY CHAIN UTILIZING ELECTRONIC MAIL TRANSMITTED  
OVER THE NETWORK

11708

**FIG. 117**

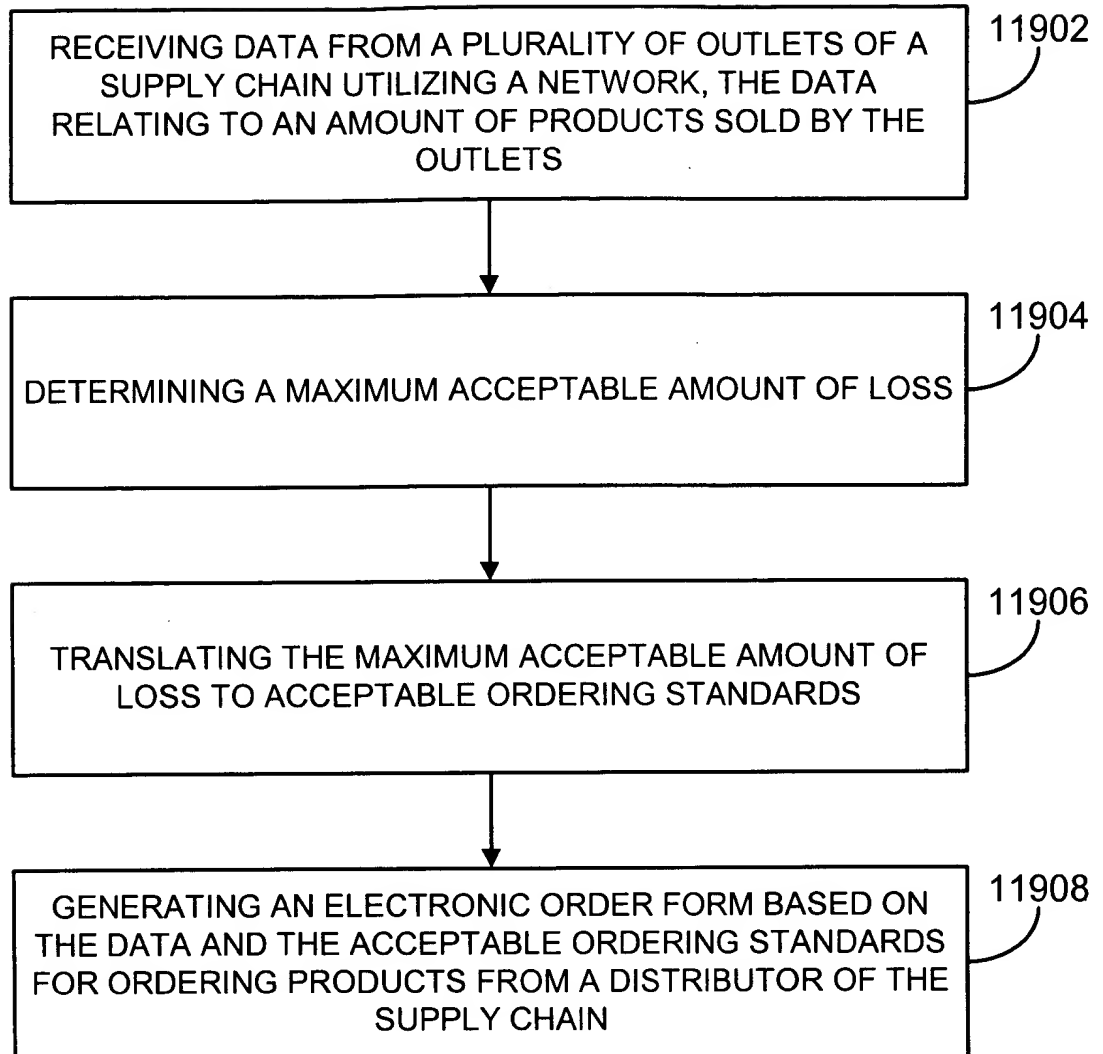
11800



**FIG. 118**

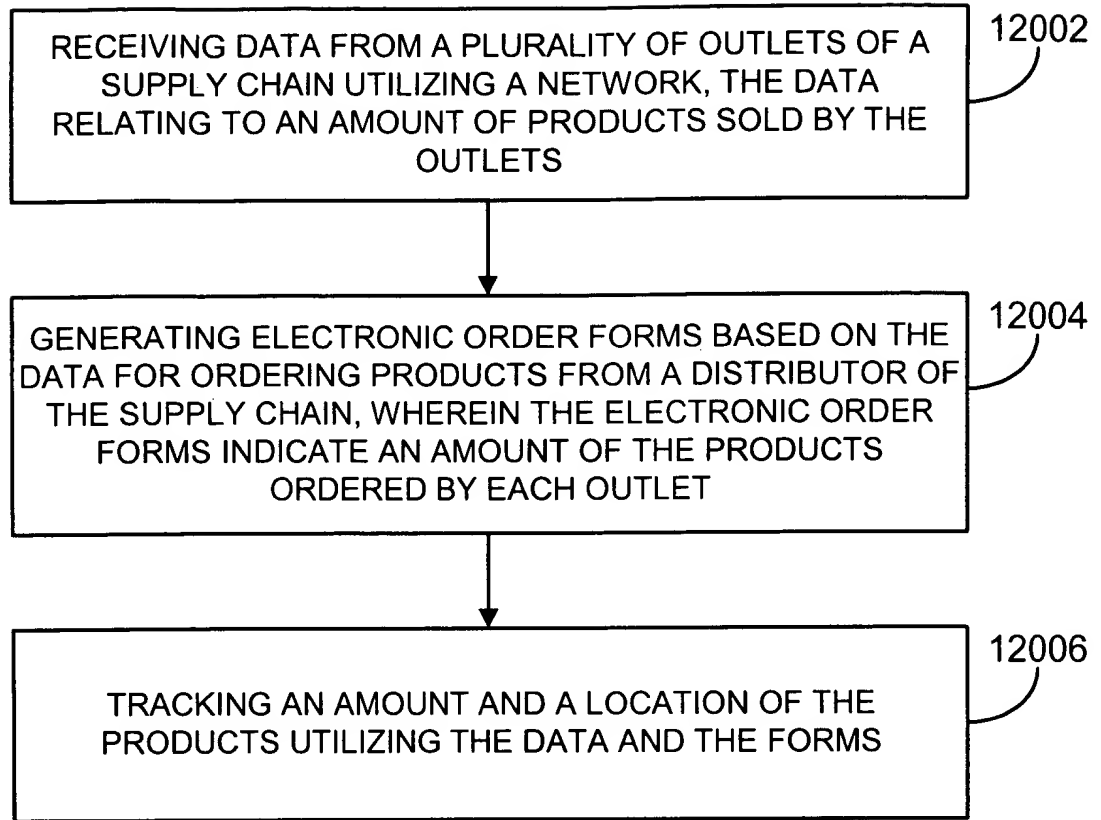


11900



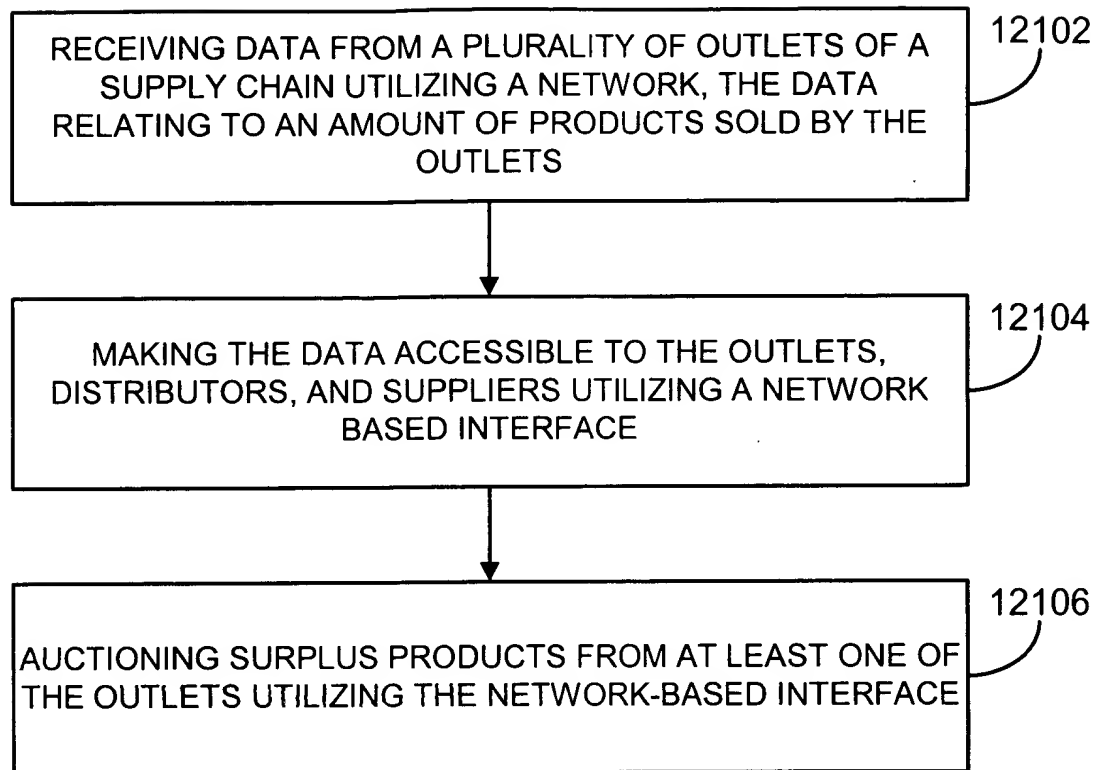
**FIG. 119**

12000



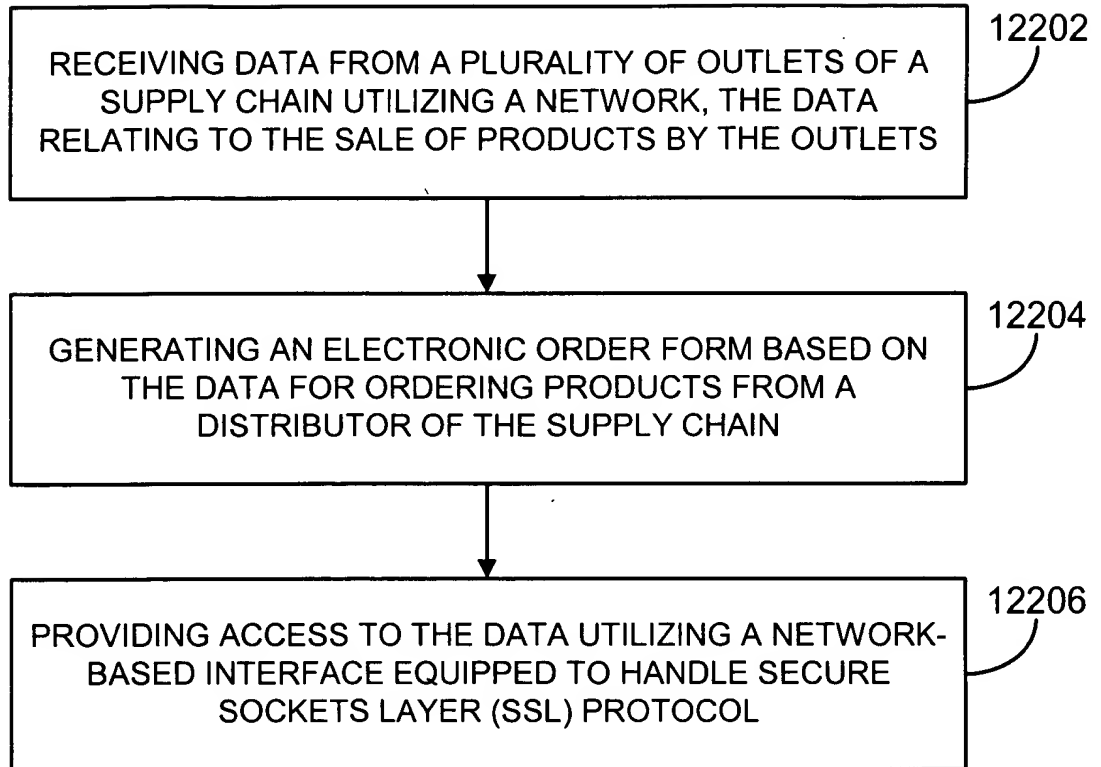
**FIG. 120**

12100



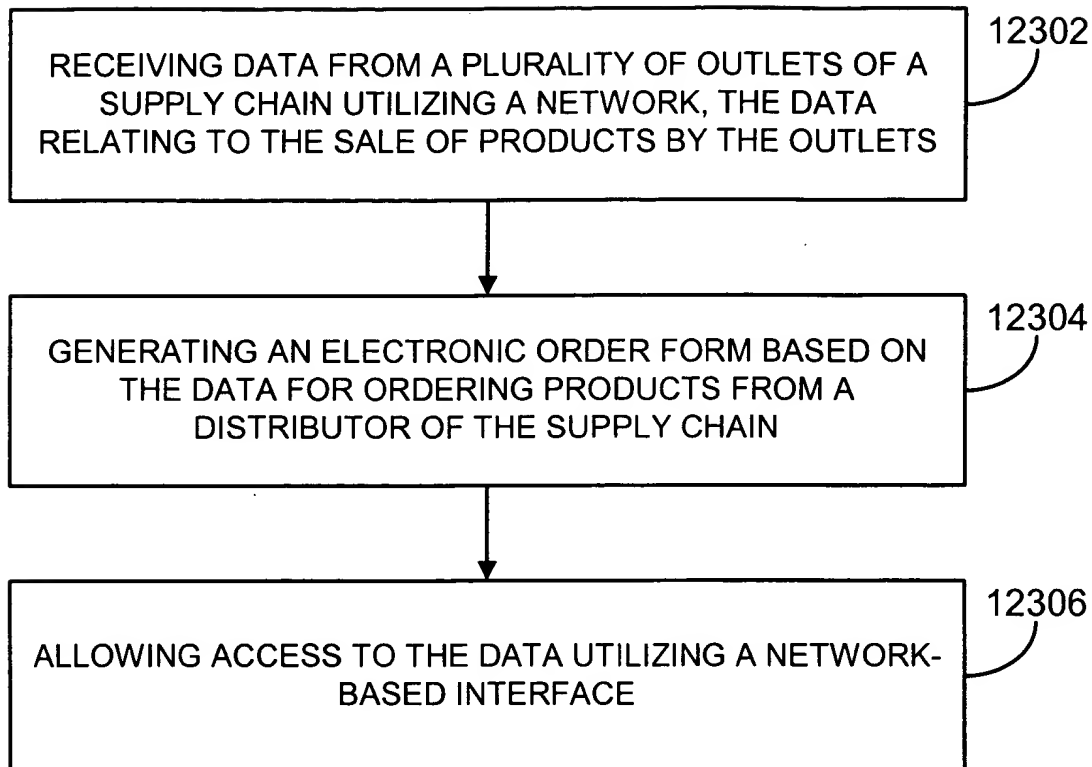
**FIG. 121**

12200



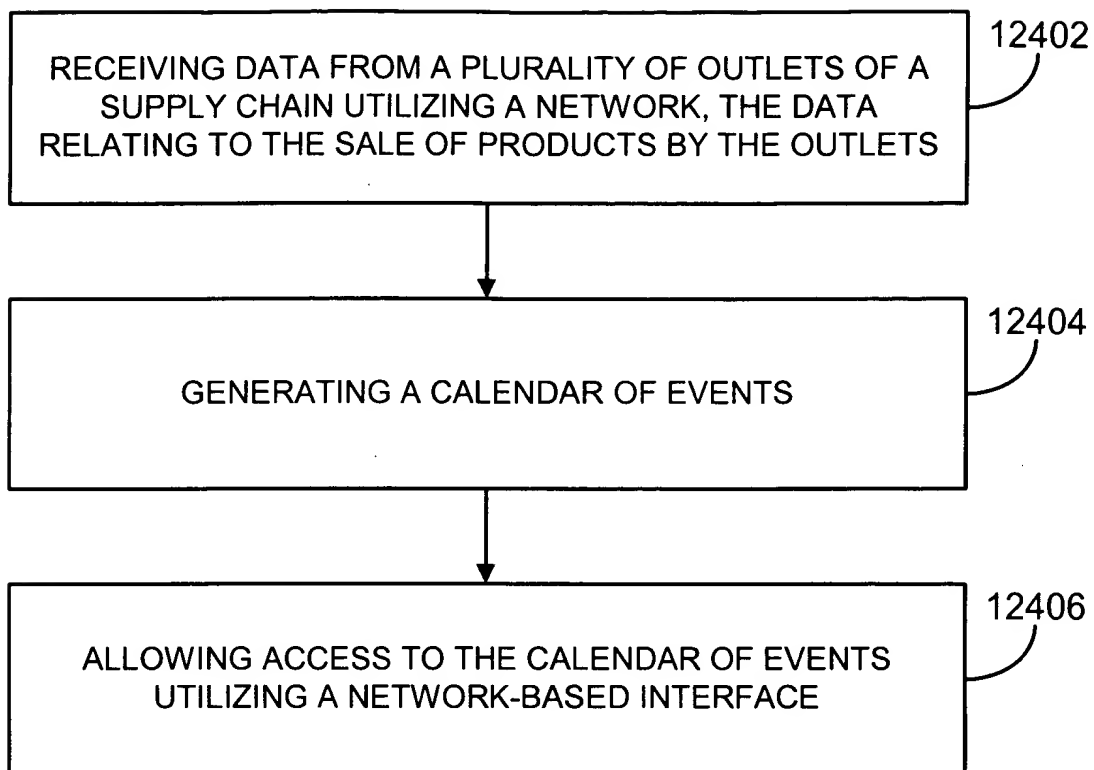
**FIG. 122**

12300



**FIG. 123**

12400



**FIG. 124**

12500

12502

A screenshot of a software application's menu system. The 'Supply' menu is open, showing options: 'Supplier ...', 'Supplier Site ...', 'Distributor ...', and 'DC ...'. To the right of the menu, there are icons for 'Least Cost' and 'Contract'. The top of the window shows a menu bar with 'Supply', 'Patronage', 'Sales/Inv', 'Utilities', and 'Window'. The bottom of the window shows a status bar with 'Item' and 'Items ...'.

FIG. 125

12600

12602

A screenshot of a toolbar containing three buttons: 'Sort', 'Print', and 'New'. The 'New' button is highlighted with a cursor.

FIG. 126

12700

12702

A screenshot of a data entry form. It contains the following fields: 'Item Desc:' with a text input field; 'Item Number:' with a text input field; 'Product Cat Code:' with a dropdown menu; 'Status Code:' with a dropdown menu showing 'Active'; and 'Item Rank:' with a dropdown menu.

FIG. 127

FILED '06 SEP 18 2006

12800

12800

### Landed Cost by Distribution Center

| Item                      | Inv FOB | Freight | Landed | Routing |
|---------------------------|---------|---------|--------|---------|
| Bag - Medium              | 4.85    | 0.23    | 5.08   | TL      |
| Bag - Large               | 6.7     | 0.23    | 6.93   | TL      |
| Biscuits - Frozen         | 12.33   | 1.15    | 13.48  | TL      |
| Brush - Pot, Long Handle  | 40.2    | 2.02    | 42.22  | TL      |
| Brush - Pot, Short Handle | 24      | 1.39    | 25.39  | TL      |
| Carton - Breakfast        | 16.59   | 1.1     | 17.69  | RDC     |
| Carton - Large Fry        | 29.91   | 0.81    | 30.72  | RDC     |
| Carton - Medium Fry       | 18.92   | 0.73    | 19.65  | TLMIN   |

FIG. 128





Item/FOB

**FIG. 129**

|                     |  |                         |          |
|---------------------|--|-------------------------|----------|
| Supplier Item Desc: |  | Item No:                |          |
| Current:            | <input checked="" type="radio"/> Yes <input type="radio"/> No  | Tie Qty:                |          |
| Items per Case:     | 5000   | High Qty:               |          |
| Innerpack Contents: | 5/1000   | Cases Per Pallet:       |          |
| Item Size:          |  | Stacking Allowed:       |          |
| Case Length:        |  | Universal Product Code: |          |
| Case Width:         |  | Cases Per Truckload:    | 1350     |
| Case Depth:         |  | Net Weight:             | 39.00    |
| Case Dimension U/M: | INCH(S)  | Gross Weight:           | 39.00    |
| Item Cube:          | 0.95 CUBIC FEET  | Weight U/M:             | POUND(S) |
| Item Shelf Life:    | <input type="text"/> <input type="text"/> <input type="text"/> | BarCode:                |          |

White Boxes Are Copied Across Suppliers / Gray Boxes Are Only Copied Within Same Supplier

**FIG. 130**

13100

|                         |                               |                                      |
|-------------------------|-------------------------------|--------------------------------------|
| <b>Site Information</b> | <b>Site Id:</b> 17355         | <b>Site Role:</b> FOB Shipping Point |
| <b>Site Name:</b>       | TYSON FOODS - NEW HOLLAND, PA |                                      |

13102

FIG. 131

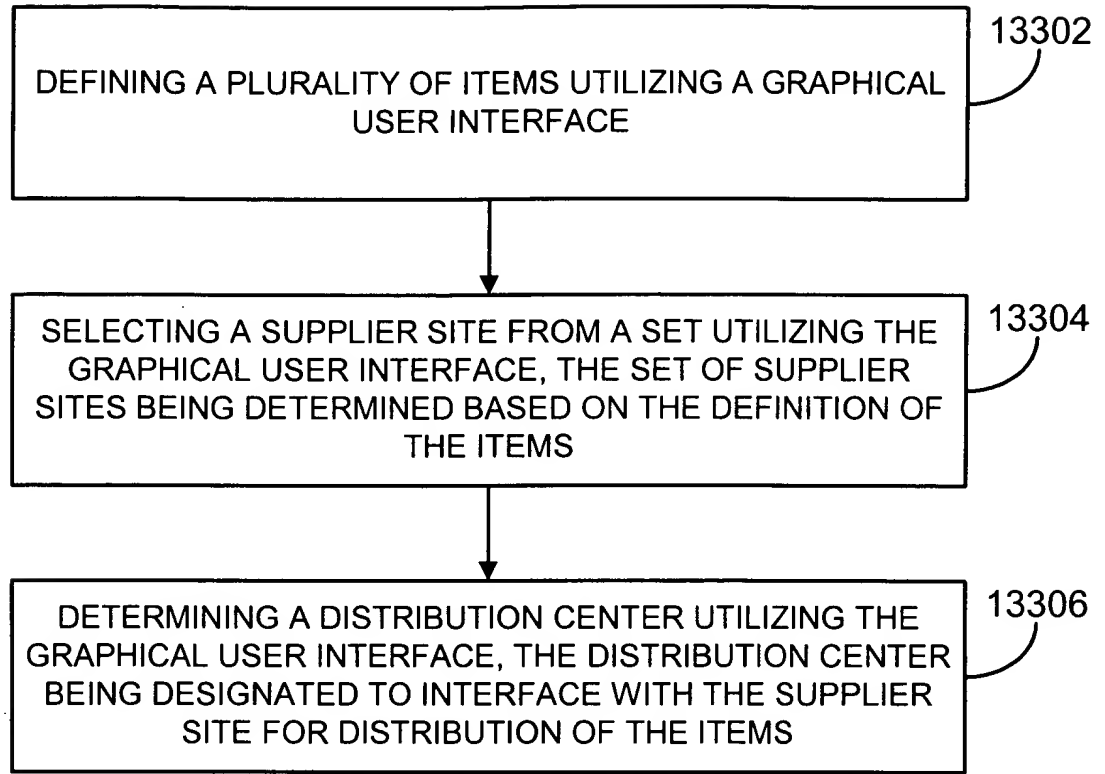
13200

|                         |                                 |   |
|-------------------------|---------------------------------|---|
| <b>Site Information</b> | <b>Site Id:</b> 16              | <b>FOB Shipping Point</b>                     |
| <b>Name:</b>            | AMERISERVE-FARMINGDALE, NY      | <b>Railroad Name:</b>                         |
| <b>Status:</b>          | Active <input type="checkbox"/> | <b>Rail Sidings:</b> <input type="checkbox"/> |

FIG. 132

13100 13200

13300



**FIG. 133**

FIG. 133

13400

|   |                      |                    |  |
|---|----------------------|--------------------|--|
| <b>Item:</b> WRAP-BACON DOUBLE CHEESEBURGER DELUXE  | <b>Begin:</b> 7/1/96 | <b>End:</b> 9/1/96 | <b>Final:</b> <input type="checkbox"/> |
| <b>Override Rules:</b> <input type="radio"/> Yes <input checked="" type="radio"/> No <b>Apply By:</b> Cell <input type="text"/> |                      |                    |  |

FIG. 134

13500

| DC                          | Supplier FOB Point             |
|-----------------------------|--------------------------------|
| AMERISERVE-DENVER, CO       | TYSON FOODS - GREEN FOREST, AR |
| AMERISERVE-DOUGLASVILLE, GA | TYSON FOODS - ALBERTVILLE, AL  |
| AMERISERVE-FARMINGDALE, NY  | TYSON FOODS - NEW HOLLAND, PA  |

FIG. 135

13600

| Con FOB | Inv FOB | Freight | Landed  |
|---------|---------|---------|---------|
| 34.3200 | 34.3900 | 0.8400  | 35.2300 |
| 34.3200 | 34.3900 | 0.2900  | 34.6800 |

FIG. 136

13700

| Contr | LB      | Trk | Routing |
|-------|---------|-----|---------|
| 96    | 83,600  | 2.0 | TL      |
| 96    | 215,040 | 5.1 | TL      |

FIG. 137

13800



FIG. 138

13900

| Min Ordr | UM           | Slip   | Deliv. |
|----------|--------------|--------|--------|
| 1        | TRUCKLOAD(S) | Pallet |        |
| 1        | TRUCKLOAD(S) | Pallet |        |

FIG. 139

14000

| Carrier | Stated Vol |
|---------|------------|
| Truck   | 83,600     |
| Truck   | 215,040    |

FIG. 140

14200



FIG. 142

14100

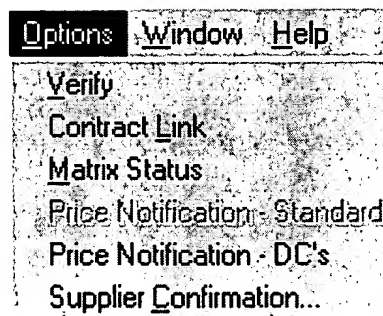


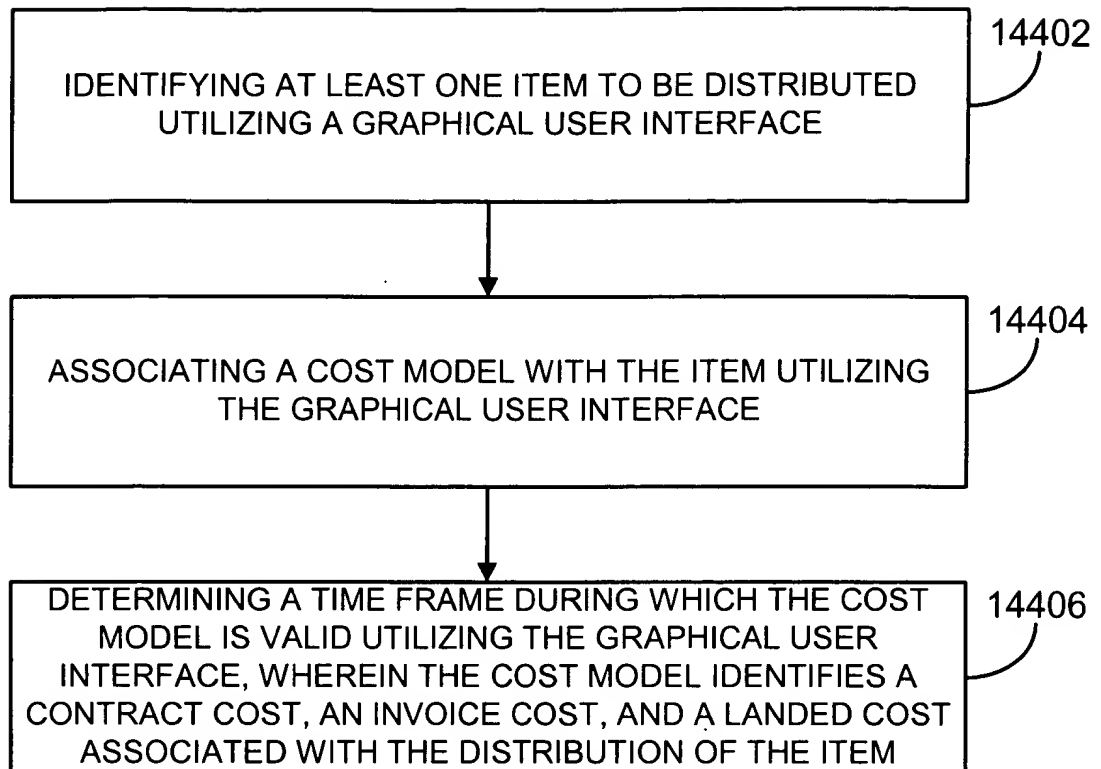
FIG. 141

14300

|                            |   |                                   |    |
|----------------------------|---|-----------------------------------|----|
| <u>C</u> ost               | ▶ | <u>E</u> dit / View ...           | F3 |
| Commodities                | ▶ | New (using previous matrix) ...   | F4 |
|                            |   | New (build matrix) ...            | F5 |
| <u>V</u> endor Rating      | ▶ |                                   |    |
| Contact <u>M</u> anagement | ▶ | Multi Item Price Notification ... |    |

FIG. 143

14400



**FIG. 144**

14500



FIG. 145

14600

|                     |                   |                                   |
|---------------------|-------------------|-----------------------------------|
| Contract ID:        | 673 - TYSON FOODS |                                   |
| Initial Buyer Name: | Jamie Hersh       | Current Buyer Name: Chris Stanton |

FIG. 146

14700

|                      |               |
|----------------------|---------------|
| Contract Start Date: | 05/15/98      |
| Contract End Date:   | 12/31/02      |
| Execution Date:      | 5/15/98       |
| Effective:           | Shipment Date |
| Payment Terms:       | Net 10        |

FIG. 147

14800



FIG. 148

14900

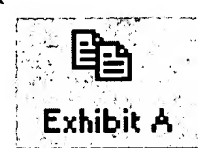


FIG. 149

15000



FIG. 150

15100

Select the End Dates to Use on the Exhibit

| Item Description         | Cost Matrix End Date         | Contract End Date                        | No End Date                   |
|--------------------------|------------------------------|--|-------------------------------|
| BEEF - 77%               | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER 4.0 OZ      | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER JR. 2.8 OZ. | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |

FIG. 151

15200

Options Window Help

New Items

Delete Item

Exhibit A

Exhibits B

Exhibits C

Replacement Exhibit B

FIG. 152

15300

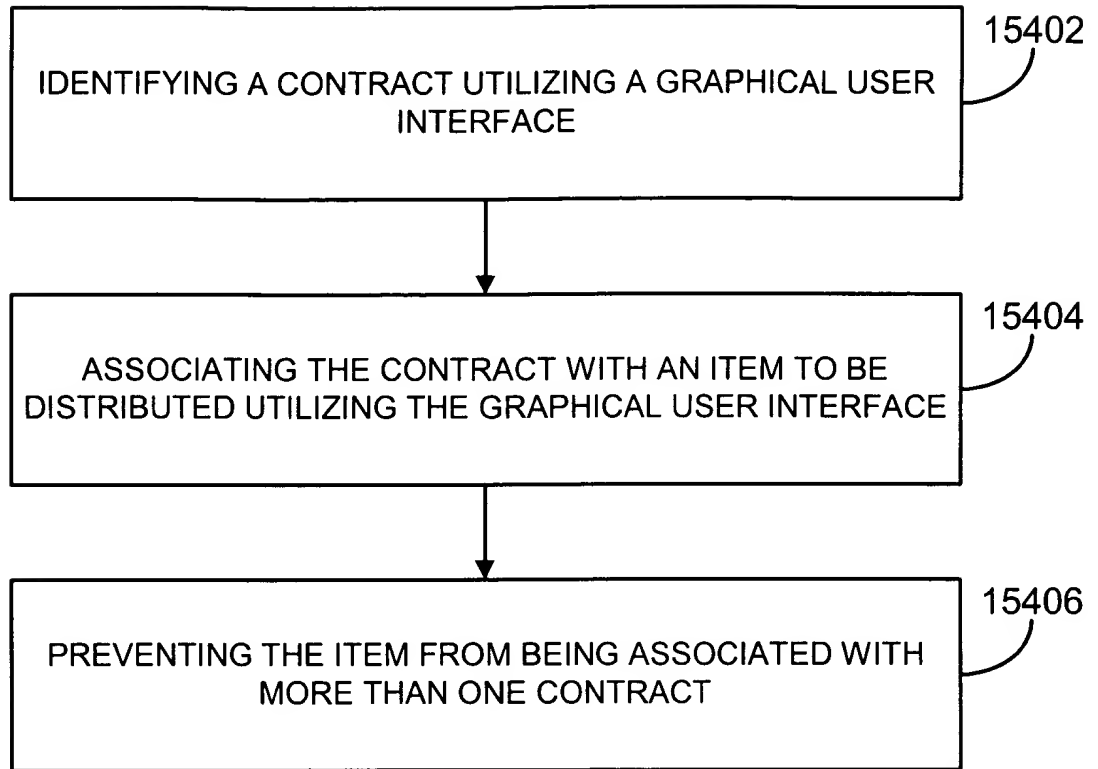
Exhibit C

FIG. 153

100415900 032304



15400



**FIG. 154**

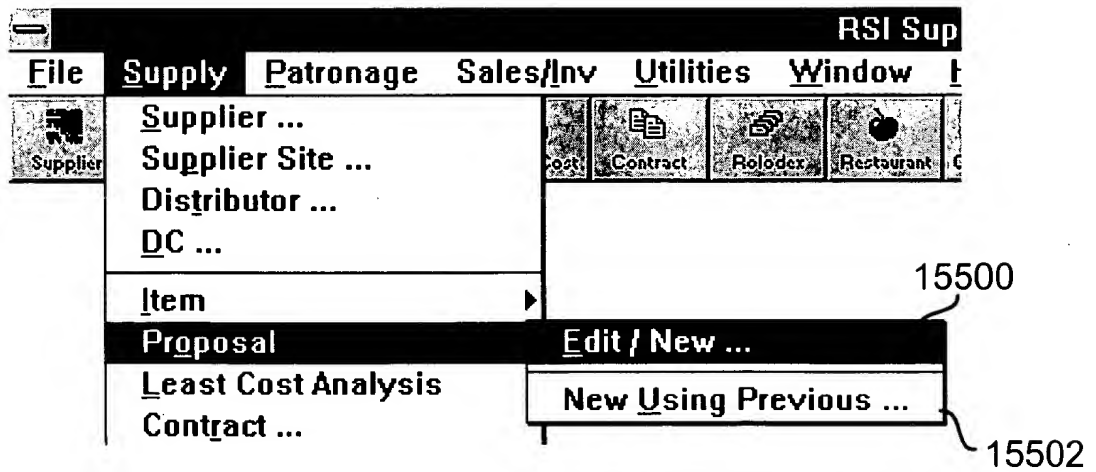


FIG. 155

15600

**Proposal - Foam Hot Cups & Polystyrene Lids**

|                  |       |           |     |           |          |       |           |          |
|------------------|-------|-----------|-----|-----------|----------|-------|-----------|----------|
| <b>Main Info</b> | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | View Bid |
|------------------|-------|-----------|-----|-----------|----------|-------|-----------|----------|

**Proposal Information**

|                       |                                  |                             |          |
|-----------------------|----------------------------------|-----------------------------|----------|
| <b>Proposal ID:</b>   | 1021                             | <b>Proposal Due Date:</b>   | 06/12/97 |
| <b>Proposal Name:</b> | Foam Hot Cups & Polystyrene Lids | <b>Contract Begin Date:</b> | 07/01/97 |
| <b>Buyer Name:</b>    | Dennis Clabby                    | <b>Contract End Date:</b>   | 06/30/98 |

**Actions**

| # | Date:    | Action Description:  |
|---|----------|--|
| 1 | 05/28/97 | Sent this bid to Dart and also sent a request for information to WinCup. |

**FIG. 156**

15600: 15600

15700



FIG. 157

FIG. 158

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | **Items** | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | View Bid

Search Query Reset

Query Values

| Item Description |
|------------------|
| CUP-HOT          |
|                  |
|                  |
|                  |
|                  |
|                  |
|                  |

2 Rows Selected

| Item Description       |
|------------------------|
| LID-HOT 12/16 OZ (DRY) |
| LID-HOT 8 OZ (DRY)     |

> >> << <

FIG. 158

15800

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

| Item Description      |     |       | Item Description             |
|-----------------------|-----|-------|------------------------------|
| CUP-HOT 12 OZ (PAPER) | DRY | 15902 | CUP-HOT 12 OZ (DRY)          |
| CUP-HOT 16 OZ (PAPER) | DRY | >     | CUP-HOT 16 OZ (500 CT) (DRY) |
| CUP-HOT 8 OZ (PAPER)  | DRY | >>    | CUP-HOT 8 OZ (DRY)           |
|                       |     | <<    | LID-HOT 12/16 OZ (DRY)       |
|                       |     | <     | LID-HOT 8 OZ (DRY)           |

15904 15906 15908

FIG. 159

16000

16000

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

| Item Description | FOB Price Component  |
|------------------|----------------------|
| MAYO-BULK        | Mayonaise Components |
|                  | (None Selected)      |
|                  | Generic FOB Pricing  |
|                  | Mayonaise Components |

FIG. 160

16100

| Item               | Growth % | Gross Wgt. | Item Cube | Contract Period      |
|--------------------|----------|------------|-----------|----------------------|
| CHICKEN-BK BROILER | 5.00%    | 32         | 1.28      | 09/01/97 to 12/31/97 |
| CHICKEN-PATTY      | 7.00%    | 37.00      | 1.09      |                      |
| CHICKEN-TENDERS    | 0.00%    | 25.00      | 1.06      |                      |

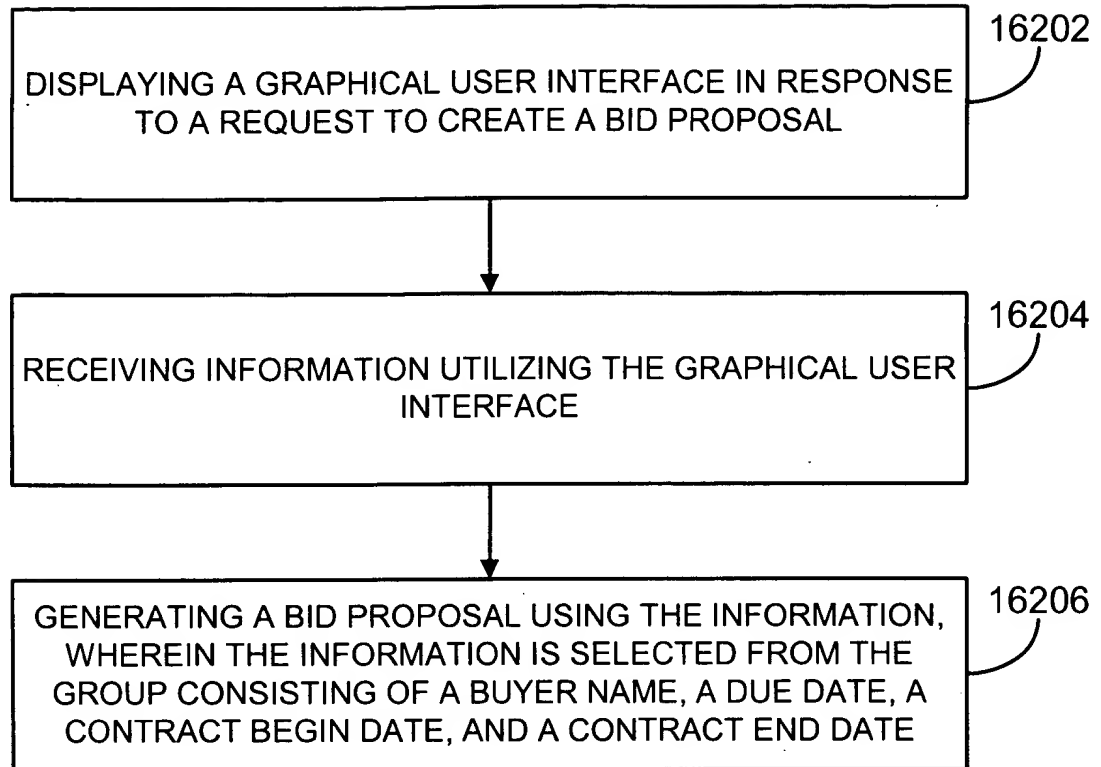
  

| Distribution Center | Previous Case Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Unit Usage |   |
|---------------------|---------------------|-----------------------|--------------|-----------|----------------|----------------------|---|
| POST-ALBUQUERQ      | 576                 | 30                    | 99.34%       | 6.03      | 5.00%          | 755                  | ↑ |
| POST-DENVER         | 833                 | 39                    | 99.05%       | 6.68      | 5.00%          | 1,083                |   |
| POST-SALT LAKE      | 116                 | 2                     | 80.00%       | 5.46      | 5.00%          | 37                   |   |

FIG. 161

00015899 : 09:29:04

16200



**FIG. 162**

16300



FIG. 163

16400

|                                     | <i>Supply</i> | <i>MS</i>   | <i>Editable</i> |
|-------------------------------------|---------------|-------------|-----------------|
|                                     |               | <i>Word</i> | <i>Y/N</i>      |
| <b>Bid Proposal Cover Letter</b>    |               | ?           | Y               |
| <b>General Terms and Conditions</b> |               | ?           | N               |
| <b>Usage Estimates</b>              | ?             |             | N               |
| <b>Supplier Facility Worksheets</b> | ?             |             | N               |
| <b>Item Information Worksheets</b>  | ?             |             | N               |
| <b>Sample Supply Agreement</b>      |               | ?           | N               |
| <b>BK Specification Request</b>     |               | ?           | N               |
| <b>FOB Price Component</b>          |               | ?           | Y               |
| <b>Truckload Freight Worksheet</b>  | ?             |             | N               |
| <b>LTL Freight Worksheet</b>        | ?             |             | N               |

FIG. 164



16500

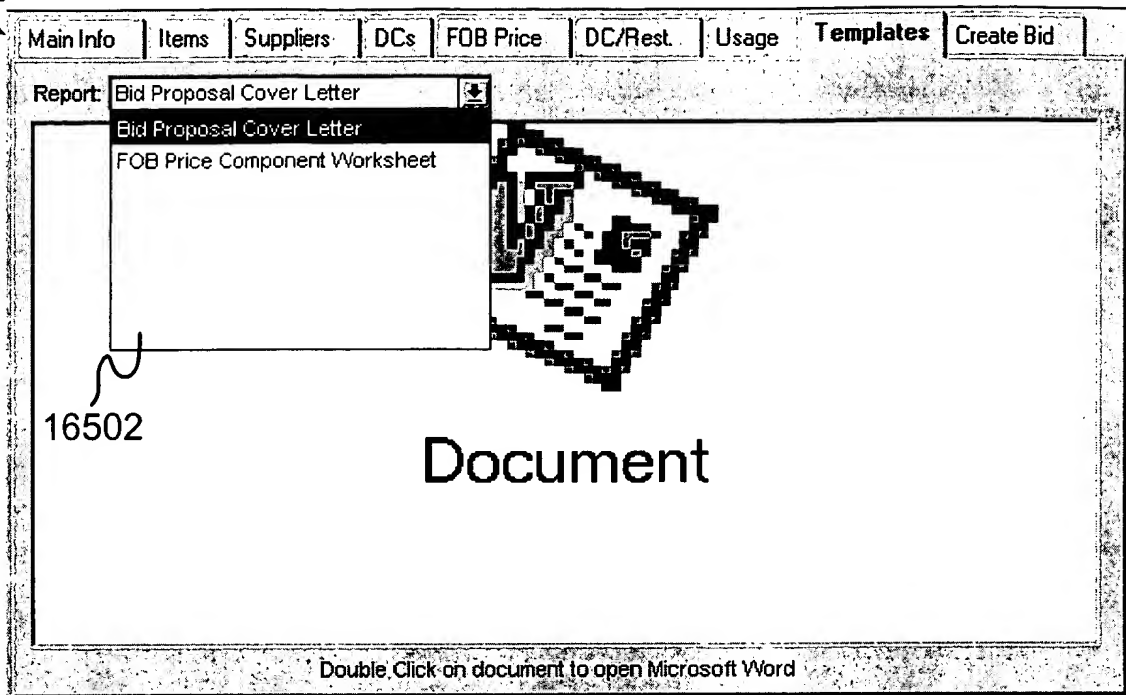


FIG. 165

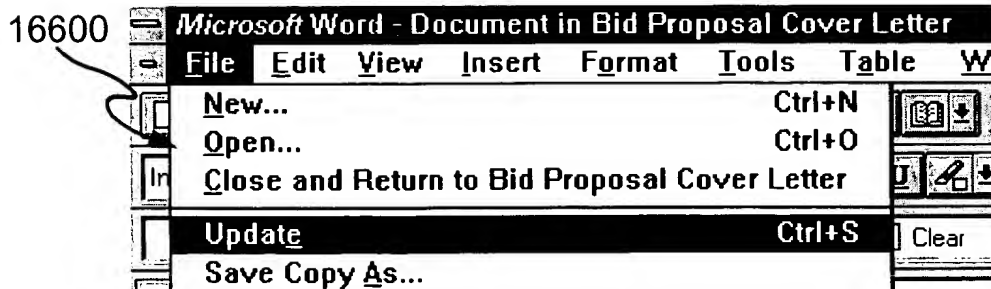


FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | Create Bid

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

| General   | Cost  |
|---|---|
| Bid Proposal Cover Letter <input checked="" type="checkbox"/>   | FOB Price Component Worksheet <input checked="" type="checkbox"/> |
| General Terms & Conditions <input checked="" type="checkbox"/>  | Truckload Freight Worksheet <input checked="" type="checkbox"/>   |
| Usage Estimates <input checked="" type="checkbox"/>             | LTL Freight Worksheet <input checked="" type="checkbox"/>         |
| Supplier Facility Worksheet <input checked="" type="checkbox"/> |   |
| Item Information Worksheet <input checked="" type="checkbox"/>  |   |
| Sample Supply Agreement <input checked="" type="checkbox"/>     |   |
| BK Specification Request <input checked="" type="checkbox"/>    |   |

\* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

16800

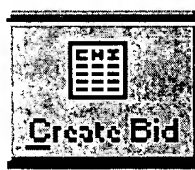


FIG. 168

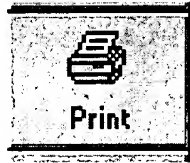
16900

Report: 7/2/97

| Item Information Worksheet    | Supplier: (all)   |
|-------------------------------|---|
| Bid Proposal Cover Letter     | <b>Restaurant Services, Inc.</b><br><b>Item Information Worksheet</b><br>ATTY<br>DS |
| FOB Price Component Worksheet |   |
| General Terms & Conditions    |   |
| Item Information Worksheet    |   |
| LTL Freight Worksheet         |   |
| Sample Supply Agreement       |   |
| Supplier Facility Worksheet   |   |

FIG. 169

17000



**FIG. 170**

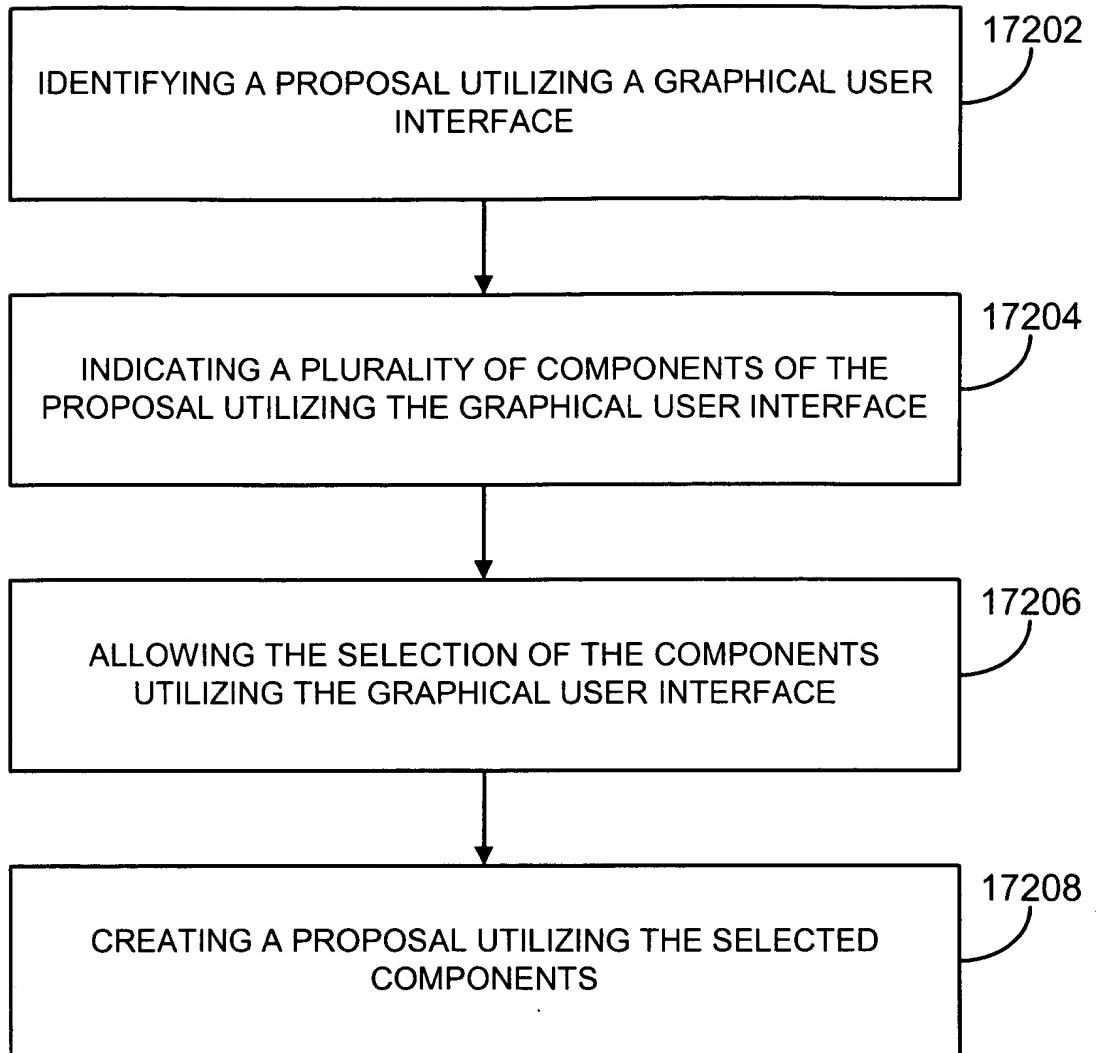
17100



**FIG. 171**

17000 17100 17200 17300 17400 17500 17600 17700 17800 17900 18000 18100 18200 18300 18400 18500 18600 18700 18800 18900 19000 19100 19200 19300 19400 19500 19600 19700 19800 19900 20000

17200



**FIG. 172**

17300

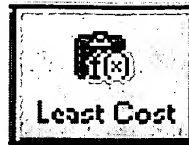


FIG. 173

17400

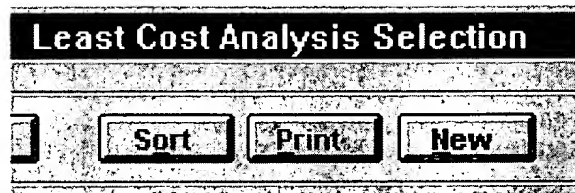


FIG. 174

17500

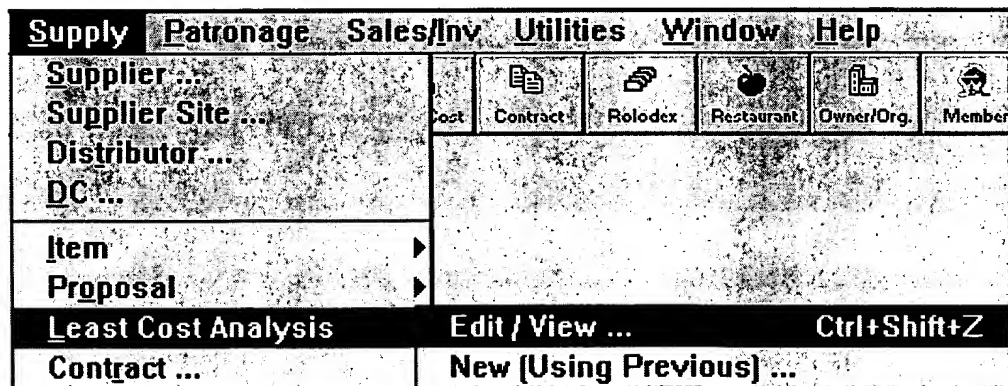



FIG. 175

FOOTNOTES

|                           |   |   |
|---------------------------|---|---|
| <b>Bid Proposal Name:</b> | (None)  |  |
|                           | Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98) |   |
|                           | Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)  |   |

17600



**FIG. 176**

FOAM HOT CUPS & POLYSTYRENE LIDS

17700



SELECTING BETWEEN A PLURALITY OF OPTIONS UTILIZING  
A GRAPHICAL USER INTERFACE, EACH OPTION  
CORRESPONDING TO A SEPARATE TECHNIQUE OF  
CREATING AN ANALYSIS

17702



GENERATING A NEW ANALYSIS UPON THE SELECTION OF A  
FIRST OF THE OPTIONS

17704



EDITING A PREVIOUS ANALYSIS UPON THE SELECTION OF  
A SECOND OF THE OPTIONS

17706



INTEGRATING A BID PROPOSAL WITH AN INTEGRATED  
ANALYSIS UPON THE SELECTION OF A THIRD OF THE  
OPTIONS

17708

**FIG. 177**

FIG. 178

17800

|                      |                   |      |         |
|----------------------|-------------------|------|---------|
| Analysis Name:       | Hash Brown Actual |      |         |
| Analysis ID:         | 1036              |      |         |
| Buyer:               | Dennis Clabby     |      |         |
| Period of Agreement: | 10/1/97           | THRU | 9/30/98 |
| Unit Of Measure:     | CASE(S)           |      |         |

FIG. 178

17900

|  |               |                                |
|--|---------------|--------------------------------|
| Version ( 1 ) of ( 9 )                                   |               | Base version                   |
| What is the max # of FOB points to allocate to each DC ? | One FOB       |                                |
| What is pricing method for this version ?                | FOB + Freight |                                |
| What is the RSI Invoice FOB Upcharge (Downcharge) ?      | 0.0000        |                                |
| Override RDC Truckload Validation?                       | No            |                                |
| Solution Strategy:                                       | Standard      | Last Revision: 9/15/97 1:04 PM |

FIG. 179

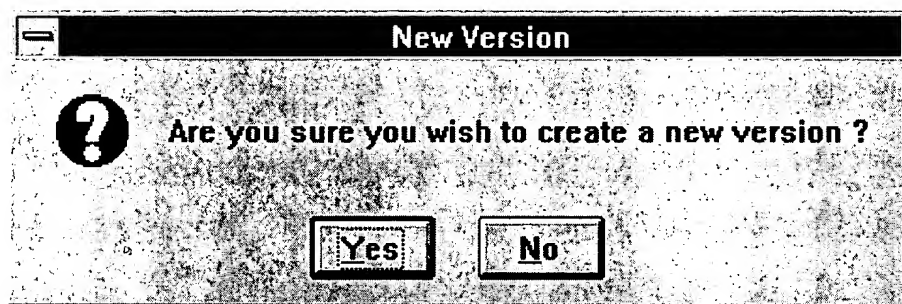


18000



**FIG. 180**

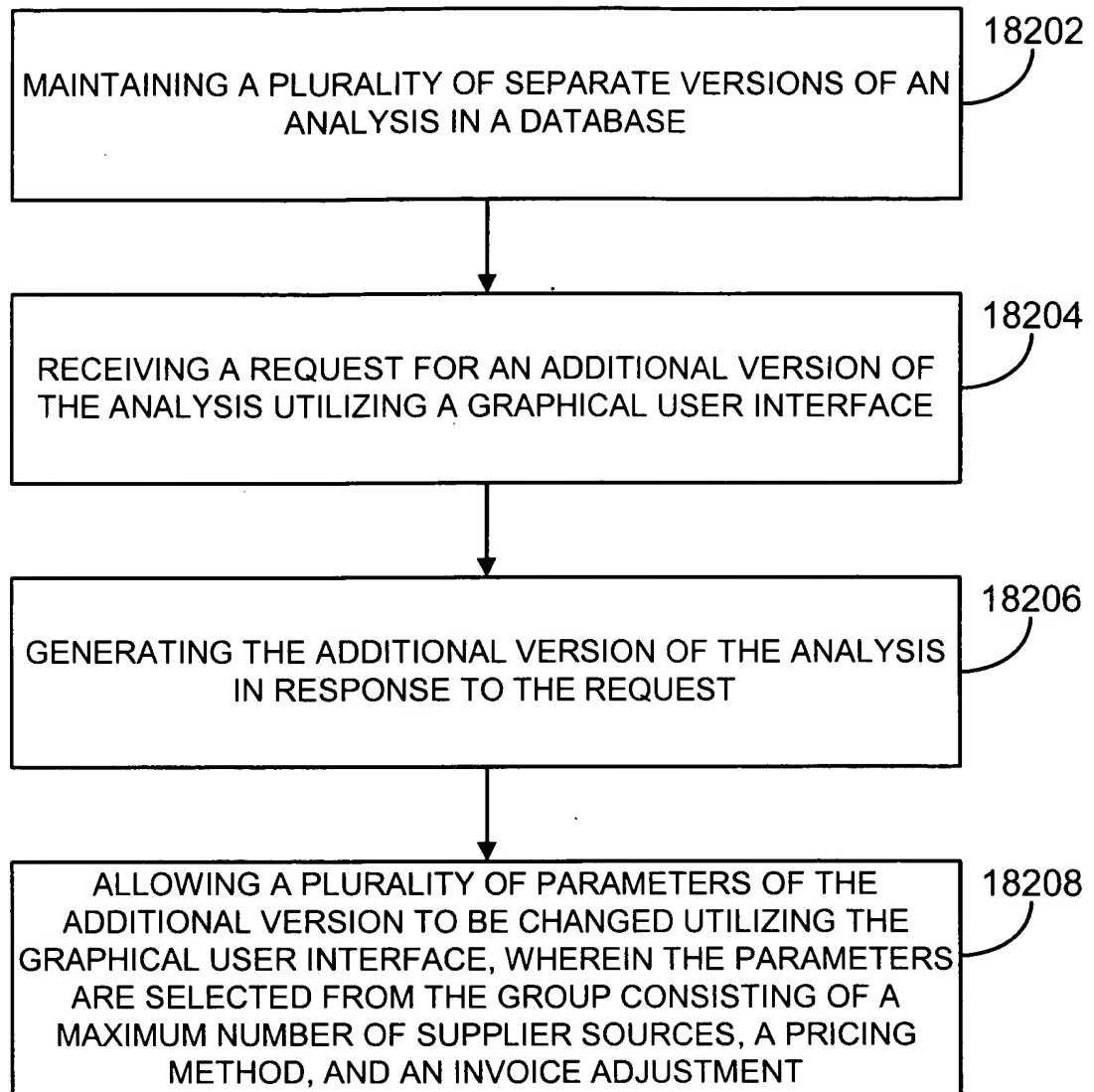
18100



**FIG. 181**

FIG. 180 18000 18100

18200



**FIG. 182**

18300 18302

18300

Search Query Reset

Query Values: 7 Rows Selected

| Supplier FOB |    | Supplier FOB                      |
|--------------|----|-----------------------------------|
| DOP          |    | DOPACO-DOWNTOWN, PA               |
|              | >  | DOPACO-KINSTON, NC                |
|              | >> | DOPACO-ST. CHARLES, IL            |
|              |    | DOPACO-STOCKTON, CA               |
|              |    | IMPERIAL BONDWARE-SHELBYVILLE, IL |

18302

FIG. 183

18400



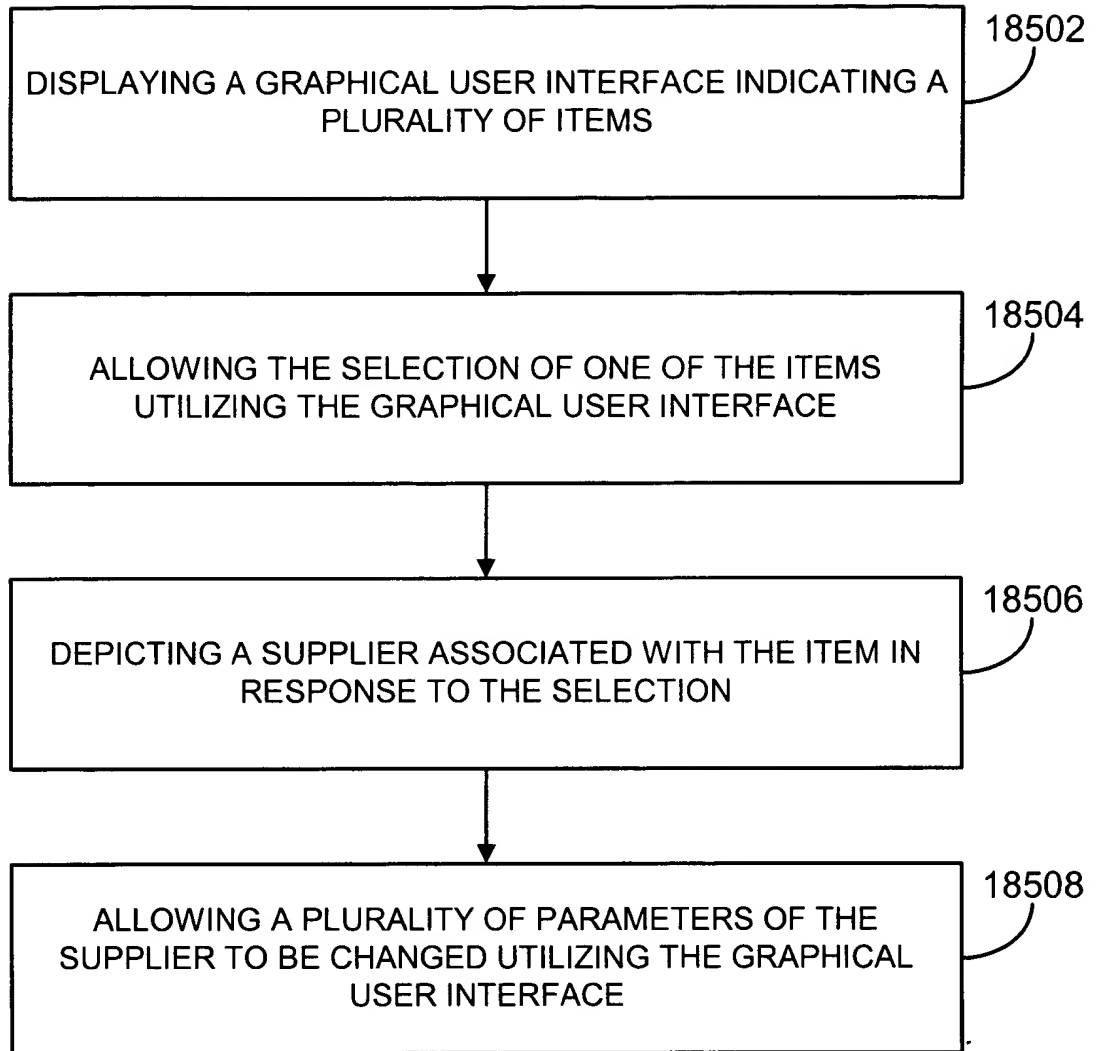
| Item<br>Description | Conv.<br>Factor |
|---------------------|-----------------|
| FRIES-COATED (FRZN) | 36              |

18402

FIG. 184

FILED: 1965 FEB 10 1965

18500



**FIG. 185**

18600

| Item Description | Supplier FOB        |
|------------------|---------------------|
| CUP-COLD 16 OZ   | DOPACO-DOWNTOWN, PA |
| CUP-COLD 22 OZ   | DOPACO-DOWNTOWN, PA |
| CUP-COLD 32 OZ   | DOPACO-DOWNTOWN, PA |

|                     |                |                      |   |
|---------------------|----------------|----------------------|---|
| Supplier Item Desc: | 16 OZ COLD CUP | Item No:             | CP2942  |
| Items per Case:     |                | Tie Qty:             | 5   |
| Innerpack Contents: | 1200           | High Qty:            | 5   |
| Item Size:          |                | Cases Per Pallet:    | 25  |
| Item Shelf Life:    |                | Stacking Allowed:    | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Case Length:        | 22.125         | Mandatory Case Cube: | 3.43 CUBIC FEET   |
| Case Width:         | 15.125         | Cases Per Truckload: | 769   |
| Case Depth:         | 17.75          | Gross Weight:        | 29.28 POUND(S)  |
| Case U/M INCH(S)    |                | Net Weight:          | 27.28 POUND(S)  |

FIG. 186

18700

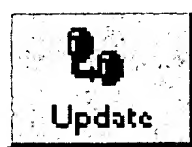
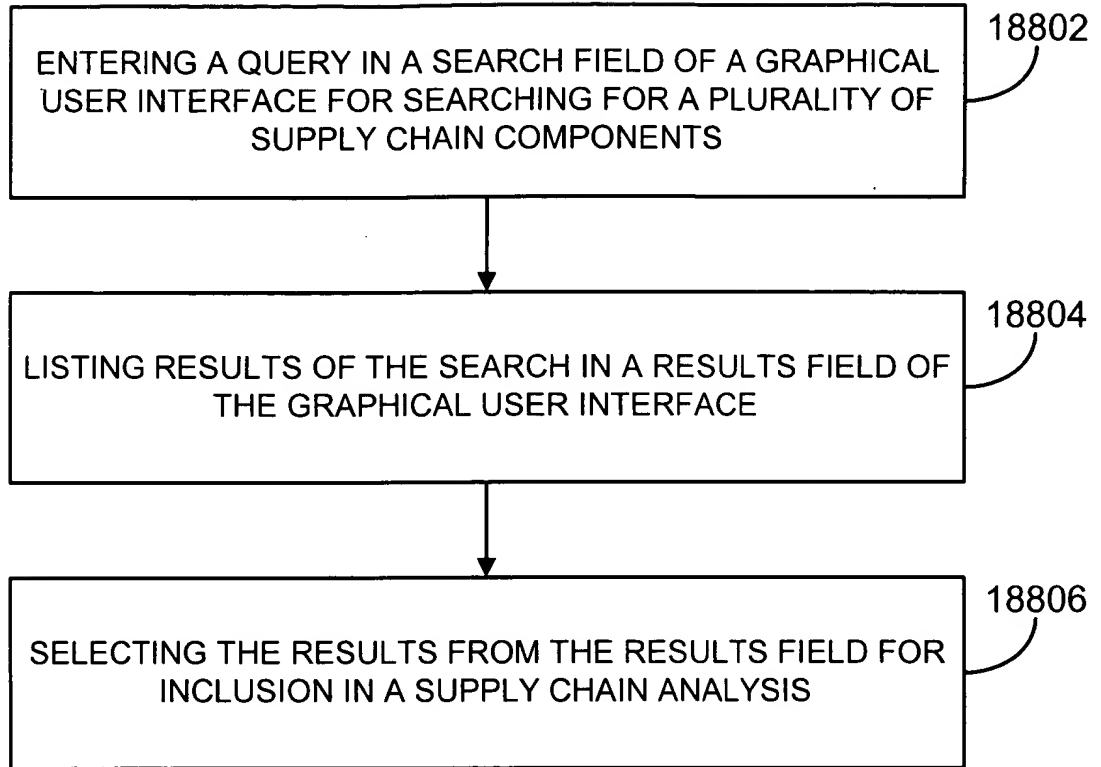


FIG. 187

18800



**FIG. 188**

18900

| Supplier                            | Terms | SLP/PLT | Minimum     | Maximum     | Include   |  |
|-------------------------------------|-------|---------|-------------|-------------|---|--|
| CAVENDISH FARMS                     |       | Pallet  |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |
| J.R. SIMPLOT COMPANY                |       | Pallet  |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |
| LAMB-WESTON, INC.                   |       | Pallet  | 200,000,000 |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |
| Supplier FOB                        |       |         | Minimum     | Maximum     | Include   |  |
| LAMB-WESTON, INC.-PASCO, WA         |       |         | 90,000,000  | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |
| LAMB-WESTON, INC.-RICHLAND WA       |       |         | 0           | 55,000,000  | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |
| LAMB-WESTON, INC.-AMERICAN FALLS ID |       |         | 90,000,000  | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |

FIG. 189

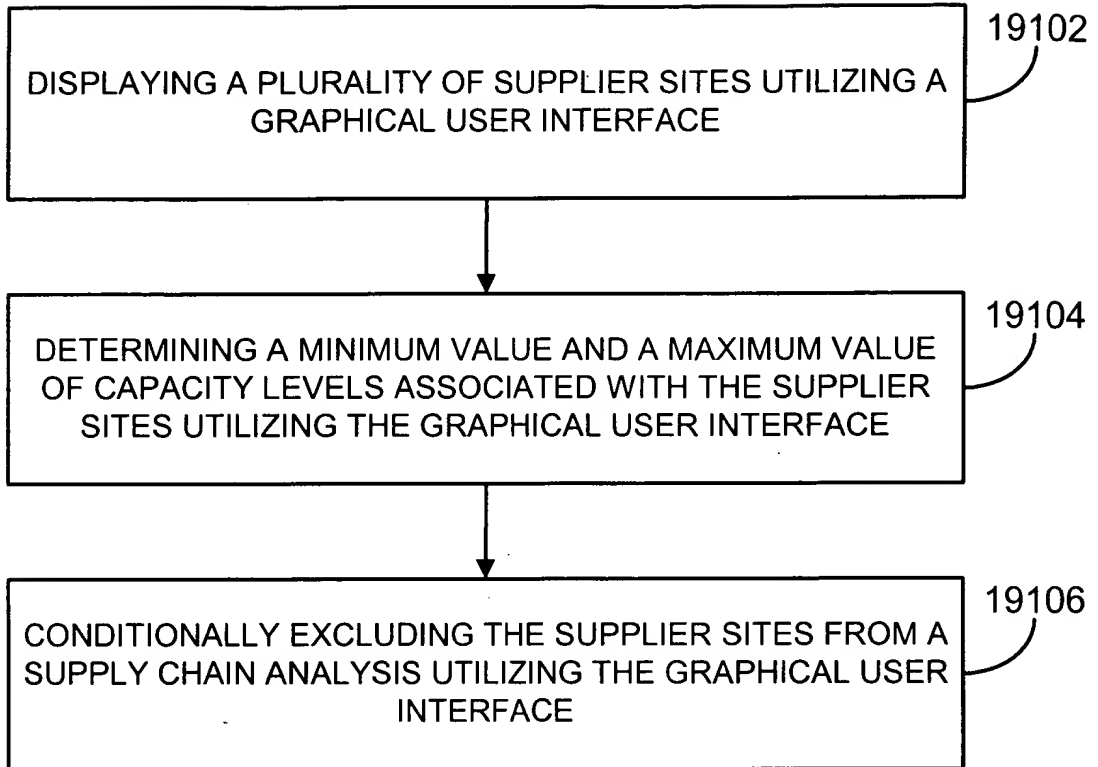
19000

| Supplier                                | Terms | SLP/PLT | Minimum     | Maximum     | Include   |  |
|---|-------|---------|-------------|-------------|---|--|
| MCCAIN FOODS                            |       | Pallet  |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |
| NESTLE FOOD COMPANY                     |       | Pallet  |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |
| ORE-IDA FOODS                           |       | Pallet  | 225,000,000 |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |
| Supplier FOB                            |       |         | Minimum     | Maximum     | Include   |  |
| MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND |       |         | 18,000,000  | 30,000,000  | <input type="radio"/> Yes <input checked="" type="radio"/> No |  |
| MCCAIN FOODS, LTD.-PORTAGE LE PRAIRIE   |       |         | 45,000,000  | 50,000,000  | <input type="radio"/> Yes <input checked="" type="radio"/> No |  |
| MCCAIN FOODS, INC.-OTHELLO, WA          |       |         | 27,000,000  | 132,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |

FIG. 190



19100



**FIG. 191**

FILED 6651360

19200

| Supplier                    | # | Volume |  |
|-----------------------------|---|--------|--|
| HUDSON INDUSTRIES           | 0 |        |  |
| INTERNATIONAL DIVERSE FOODS | 0 |        |  |
| SUPERIOR COFFEE & FOODS     | 0 |        |  |

| Supplier FOB              | Item              | Cont FOB | # | Volume |
|---------------------------|-------------------|----------|---|--------|
| HUDSON INDUSTRIES-TROY AL | MAYO-BULK         | 8.4200   | 0 |        |
| HUDSON INDUSTRIES-TROY AL | SAUCE-BULK-TARTAR | 9.2300   | 0 |        |

FIG. 192

19300

| Supplier                    | # | Volume |
|-----------------------------|---|--------|
| SSI FOOD SERVICES           | 0 |        |
| TEXAS AMERICAN FOOD SERVICE | 0 |        |
| WHITEFORD FOODS             | 0 |        |

| Supplier FOB                   | Item       | Cont FOB | # | Volume    |
|--------------------------------|------------|----------|---|-----------|
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0026   | 0 |           |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0016   | 1 | 2,090,000 |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0010   | 2 | 2,508,000 |

FIG. 193

19400

| Supplier      | # | Volume  |
|---------------|---|---------|
| VENTURA FOODS | 0 |         |
| VENTURA FOODS | 1 | 100,000 |

| Supplier FOB                   | Item              | Cont FOB | # | Volume |
|--------------------------------|-------------------|----------|---|--------|
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK         | 8.9400   | 0 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK         | 8.8400   | 1 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.5100   | 0 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.4100   | 1 |        |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK         | 9.1200   | 0 |        |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK         | 9.0200   | 1 |        |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.5800   | 0 |        |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.4800   | 1 |        |

FIG. 194

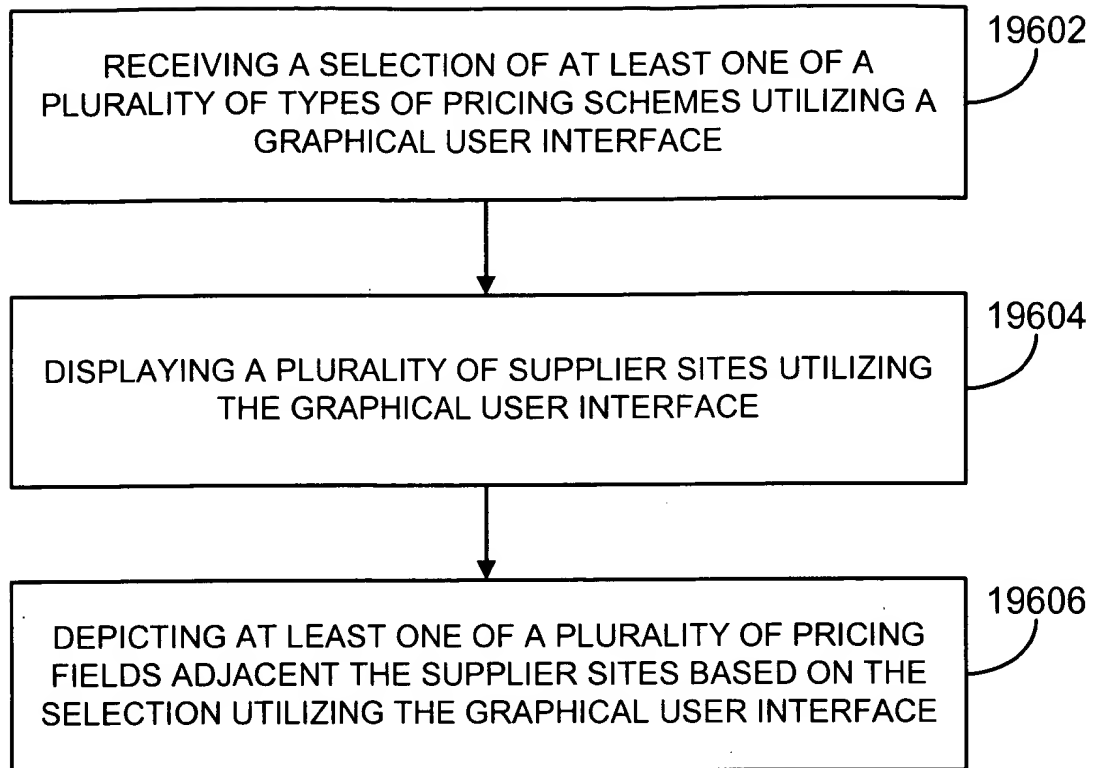
19500

| Item Description        |           | Supplier FOB                   |        |
|-------------------------|-----------|--------------------------------|--------|
| FRIES-COATED            |           | CAVENDISH-PRINCE EDWARD        |        |
| FRIES-COATED            |           | J.R. SIMPLOT COMPANY-HERMISTON |        |
| FRIES-COATED            |           | LAMB-WESTON, INC.-PASCO, WA    |        |
| Distribution Center     | Delivered | #                              | Volume |
| AMERISERVE-OMAHA, NE    | 0.3750    | 0                              | 0      |
| AMERISERVE-PLYMOUTH, MN | 0.3850    | 0                              | 0      |
| AMERISERVE-WAUKESHA     | 0.3670    | 0                              | 0      |
| FLEMING FOODS-KAPOLEI   | 0.4725    | 0                              | 0      |
| KING PROVISION-ATLANTA  | 0.3950    | 0                              | 0      |

FIG. 195

19500 00000000

19600



**FIG. 196**

19700

| Total Rest. Growth Amount   |                     | Usage Period         |                            |
|-----------------------------|---------------------|----------------------|----------------------------|
| 5.00% ~ 19702               |                     | 09/01/97 to 08/31/98 |                            |
| Distribution Center         | Current Rest. Count | Restaurant Growth %  | Projected Avg. Rest. Count |
| AMERISERVEPOST-ALBUQUERQUE  | 27                  | 5.00%                | 28                         |
| AMERISERVEPOST-DENVER       | 35                  | 5.00%                | 37                         |
| AMERISERVEPOST-SALT LAKE,UT | 2                   | 5.00%                | 2                          |
| AMERISERVE-OMAHA, NE        | 166                 | 5.00%                | 174                        |

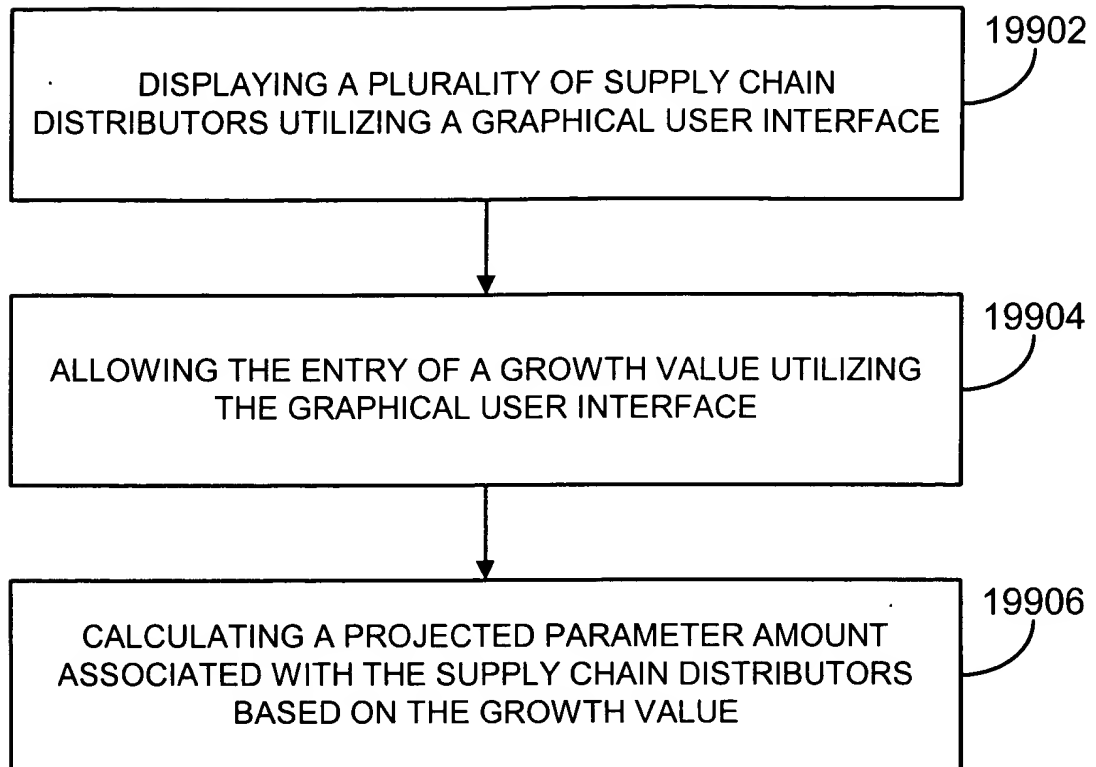
FIG. 197

19800

| Item                |                | Item Growth %         |              | Usage Period |                |                 |
|---------------------|----------------|-----------------------|--------------|--------------|----------------|-----------------|
| CHICKEN-PATTY       |                | .00%                  |              |              |                |                 |
|                     |                |                       |              |              |                |                 |
| Distribution Center | Previous Usage | Projected Rest. Count | Covg. Factor | Avg. # RM    | DC/Item Growth | Projected Usage |
| AMER-OMAMA          | 44,035         | 166                   | 98.49%       | 24.12        | 4.00%          | 49,205          |
| AMER-PLYMOUTH       | 37,141         | 177                   | 100.00%      | 18.30        | 5.00%          | 40,823          |
| AMER-MILWAUK        | 38,520         | 188                   | 100.00%      | 19.02        | 0.00%          | 42,909          |

FIG. 198

19900



**FIG. 199**

FIG. 199

20000

| Supplier FOB                        |                | Address |        |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS                     | Dieppe         | NB      | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  | Hermiston      | OR      | 99999  |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID      | 83211  |

| Distribution Center           | Lane Restriction             |  | Honor TL Rate            |
|-------------------------------|------------------------------|--|--------------------------|
| AMERISERVE/POST-ALBUQUERQUE   | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-DENVER        | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-SALT LAKE, UT | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-OMAHA, NE          | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-PLYMOUTH, MN       | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |

20002

FIG. 200

20100

| Supplier FOB                        |                | Address |        |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS                     | Dieppe         | NB      | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  | Hermiston      | OR      | 99999  |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID      | 83211  |

| Distribution Center         | Lane Restriction                        |  |
|-----------------------------|---|--|
| AMERISERVE/POST-ALBUQUERQUE | <input type="radio"/> Solver            | <input checked="" type="radio"/> Required <input type="radio"/> Excluded |
| AMERISERVE/POST-DENVER      | <input checked="" type="radio"/> Solver | <input type="radio"/> Required <input type="radio"/> Excluded            |

FIG. 201

20200


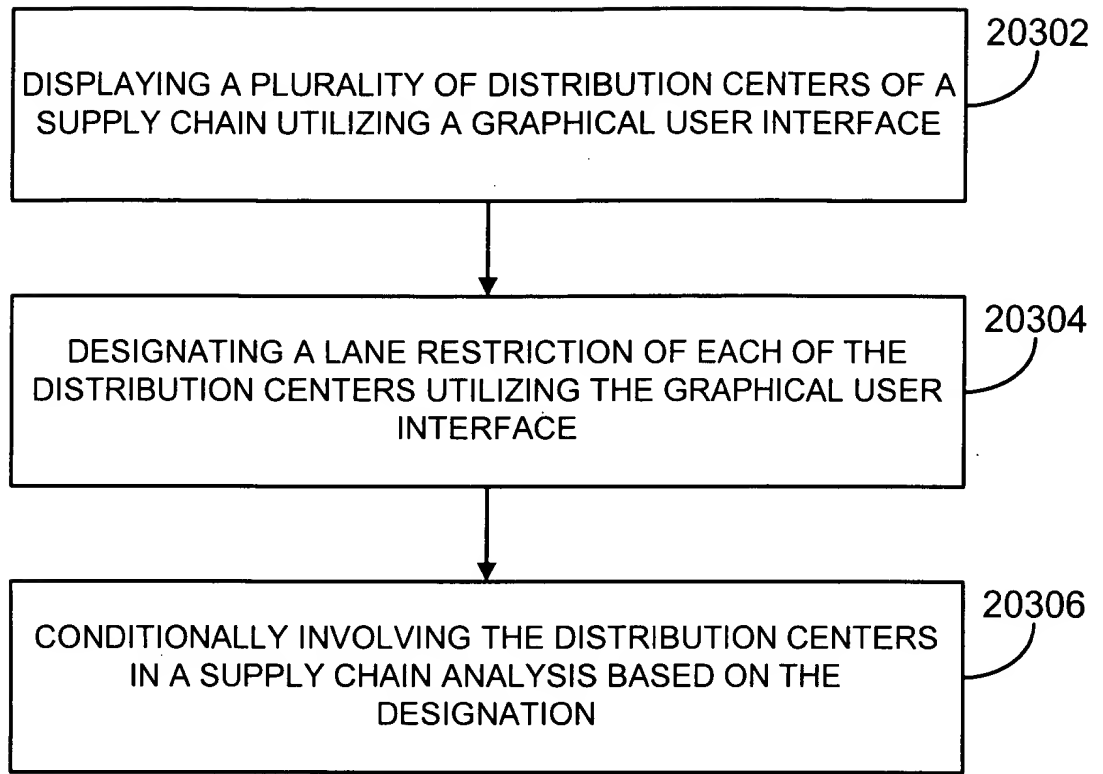
| Invalid Selection   |  |
|---|--|
|  | AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR. |
| <input type="button" value="OK"/>   |  |

FIG. 202



20300



**FIG. 203**

20400

| Supplier FOB                        |                | Address |        |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS                     | Dieppe         | NB      | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  | Hermiston      | OR      | 99999  |
| LAMB-WESTON, INC -AMERICAN FALLS ID | American Falls | ID      | 83211  |

| Distribution Center         | Truckload Freight | Lane Distance |
|-----------------------------|-------------------|---------------|
| AMERISERVEPOST-ALBUQUERQUE  | 1,617             |               |
| AMERISERVEPOST-DENVER       | 1,277             |               |
| AMERISERVEPOST-SALT LAKE,UT | 691               |               |

FIG. 204

20500

| Supplier FOB                  |              | Address |       |
|-------------------------------|--------------|---------|-------|
| O.K. FOODS-FORT SMITH AR      | Fort Smith   | AR      | 72904 |
| TYSON FOODS-GREEN FORREST, AR | Green Forest | AR      | 72638 |
| TYSON FOODS-RUSSELVILLE AR    | Russelville  | AR      | 72801 |

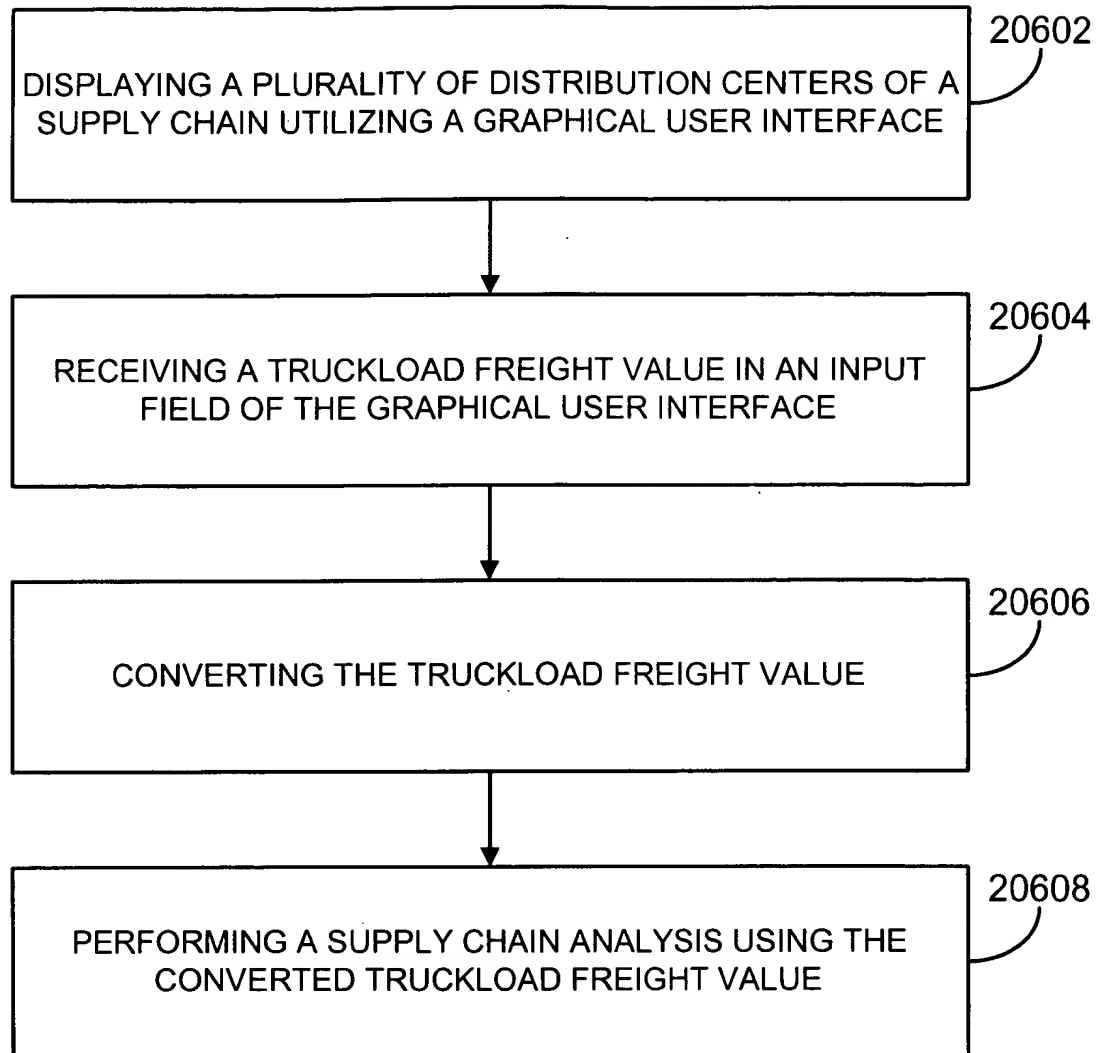
  

| Distribution Center | Weight | LTL Minimum | 0 to 1,000 LBS | 1,001 to 5,000 LBS | 5,001 to 10,000 LBS | 10,001 to 20,000 LBS | 20,000 LBS + |
|---------------------|--------|-------------|----------------|--------------------|---------------------|----------------------|--------------|
| PS-ATLANTA          | 15,000 |             |                |                    |                     | 1.10                 |              |
| PS-BURLINGTON       | 15,000 | 400.00      |                |                    |                     | 1.20                 |              |

FIG. 205

FIG. 204

20600



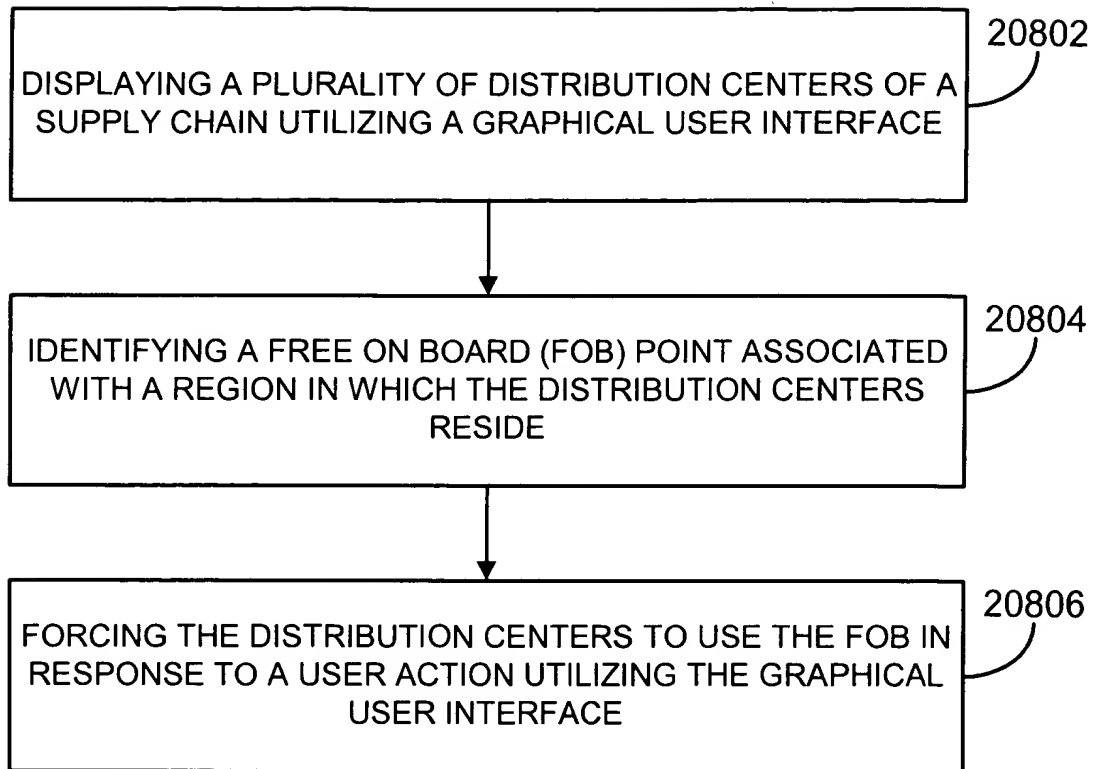
**FIG. 206**

20700

FIG. 207

FIG. 207

20800



**FIG. 208**

20900

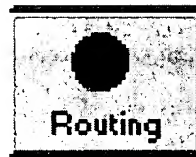


FIG. 209

21000

| Report Selection          |                              |
|---------------------------|------------------------------|
| Report Type:              | Report Name:                 |
| Optimal Product Routing   | Freight Information Provided |
| <b>Report Parameters:</b> |                              |
| Supplier:                 | (All)                        |
| Supplier/FOB:             | (All)                        |
| Distribution Center:      | (All)                        |
| Version:                  | Base Version                 |

|   |  |
|---|--|
| Freight Information Provided                  |  |
| LTL Routing Grid By Lane                      |  |
| Routing Results By Lane                       |  |
| Routing Results By Lane, Item                 |  |
| Routing Results w/ RDC Breakout By Lane       |  |
| Routing Results w/ RDC Breakout By Lane, Item |  |
| TL Freight Variance Analysis                  |  |

FIG. 210



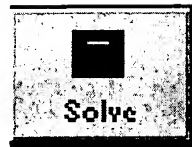
## DETERMINING A LOWEST COST ROUTING SCHEME FOR EACH OF THE LANES

## PERFORMING A SUPPLY CHAIN ANALYSIS USING THE LOWEST COST ROUTING SCHEME

**FIG. 211**

[illegible]

21200



**FIG. 212**

21300

21302

**Report Selection**

|                         |                                 |
|-------------------------|---------------------------------|
| <b>Report Type:</b>     | <b>Report Name:</b>             |
| Awarded Volume          | Awarded Volume by Item - Detail |
| Awarded Volume          |                                 |
| Comparison Reports      |                                 |
| Cost Matrix Preview     |                                 |
| Optimal Product Routing |                                 |
| Tab Reports             |                                 |
|                         | New Capacity & Prices           |

**FIG. 213**



21400

- Awarded Volume by Item - Detail
- Awarded Volume by Item - Detail
- Awarded Volume by Item - Freight
- Awarded Volume by Item - Summary
- Competing DC Freight Analysis by Item
- Lane Assignment Matrix
- Lane Weighted Average Delivered Cost

**FIG. 214**

21500

- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (with conversion)
- Invoice FOB Detail Comparison (no conversion)
- Invoice FOB Detail Comparison (with conversion)
- Invoice FOB Savings Comparison (no conversion)
- Invoice FOB Savings Comparison (with conversion)

**FIG. 215**

21600

|  |   |
|--|---|
| Report Type:   | Report Name:                                |
| Comparison Reports <input checked="" type="checkbox"/> | Assigned Volume Percentages (no conversion) |

**FIG. 216**

21700

- Report Name:
- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (with conversion)
- Invoice FOB Detail Comparison (no conversion)

**FIG. 217**

21800

Item: HASH BROWNS(ROUND)

Comparison Versions: Base version  
With LTL riding with CCF, forced TL  
LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

FIG. 218

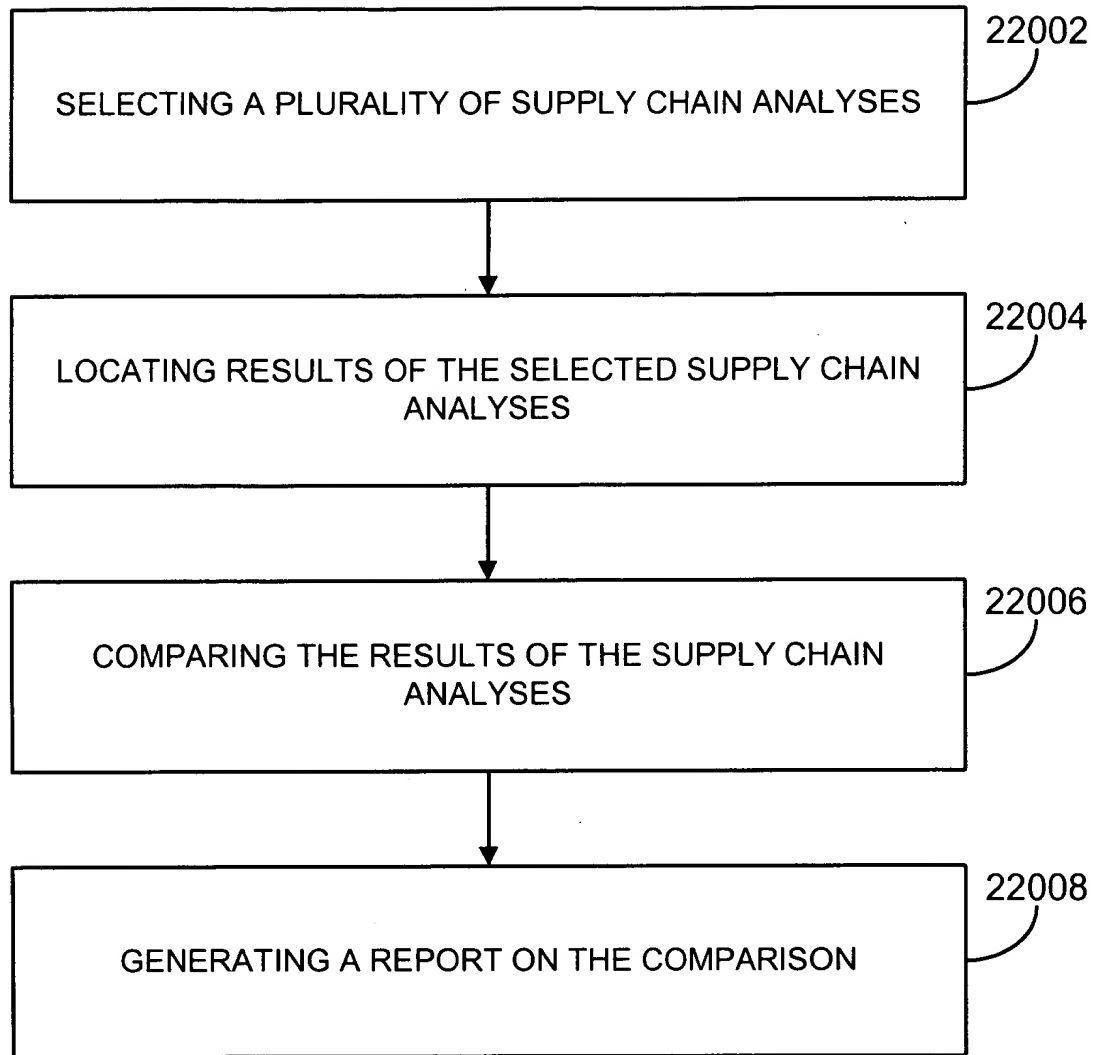
21900



FIG. 219

FILED "0631860

22000



**FIG. 220**

22100



FIG. 221

22200

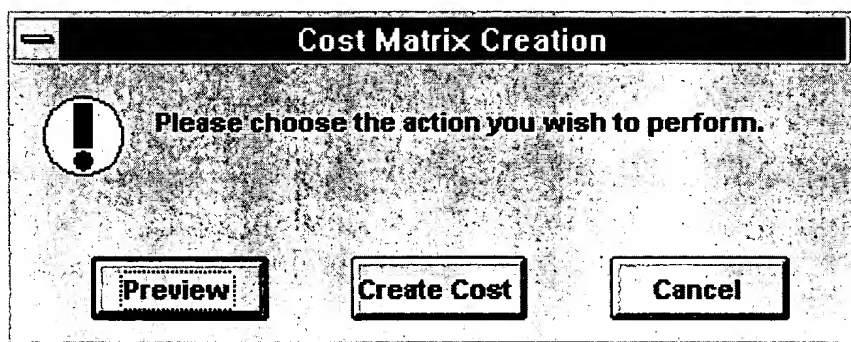


FIG. 222

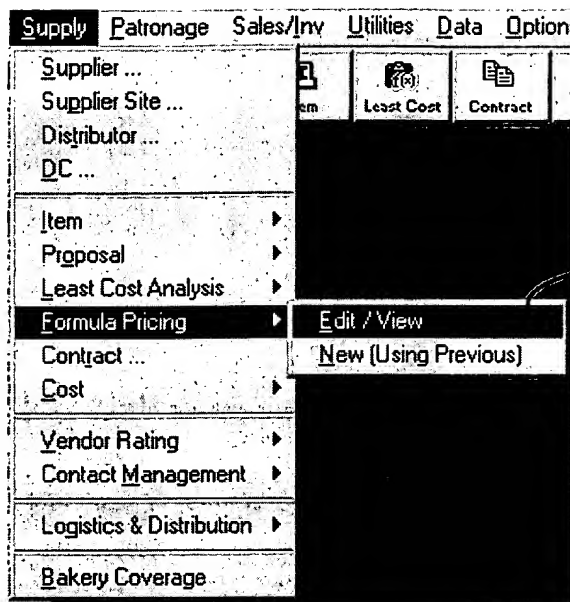


FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info Pricing Freight Formulas Block Cost Adjustments

Pricing ID: 12

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

FIG. 224

22500

| Formula Pricing - BEEF - 77% - 04/06/98                                |                         |                         |                         |                         |                         |                         |                            |                         |                            |                            |                     |                           |
|--|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|----------------------------|-------------------------|----------------------------|----------------------------|---------------------|---------------------------|
| General Info   Pricing   Freight   Formulas   Block Cost   Adjustments |                         |                         |                         |                         |                         |                         |                            |                         |                            |                            |                     |                           |
| Date   | FRSH<br>DOM 50%<br>TRIM | FRSH<br>DOM 65%<br>TRIM | FRSH<br>DOM 73%<br>TRIM | FRSH<br>DOM 75%<br>TRIM | FRSH<br>DOM 80%<br>LEAN | FRSH<br>DOM 85%<br>LEAN | FRSH<br>DOM 90%<br>LEAN BL | FRSH<br>DOM 90%<br>LEAN | FRSH<br>DOM 90%<br>LEAN VW | FRZN<br>DOM 90%<br>LEAN BL | IMP AUS<br>90% LEAN | Lean<br>Fine Tstr<br>Beef |
| 3/23/98  | 0.8800                  | 0.9100                  | 0.9052                  | 0.9300                  | 0.9318                  | 0.9900                  | 0.9900                     | 0.9950                  | 1.0000                     | 0.9500                     | 0.9500              | 0.7980                    |
| 03/24/98   | 0.8800                  | 0.9100                  | 0.9149                  | 0.9400                  | 0.9224                  | 0.9800                  | 1.0000                     | 1.0500                  | 1.1000                     | 0.9400                     | 0.9600              | 0.8400                    |
| 03/25/98   | 0.8800                  | 0.9150                  | 0.8857                  | 0.9100                  | 0.9224                  | 0.9800                  | 1.1000                     | 1.1500                  | 1.2000                     | 0.9500                     | 0.9300              | 0.9200                    |
| 03/26/98   | 0.8850                  | 0.9155                  | 0.8945                  | 0.9190                  | 0.9275                  | 0.9855                  | 1.2000                     | 1.2500                  | 1.3000                     | 0.9600                     | 0.9500              | 1.0000                    |
| 03/27/98   | 0.8900                  | 0.9200                  | 0.9344                  | 0.9600                  | 0.9275                  | 0.9855                  | 1.0000                     | 1.0500                  | 1.1000                     | 0.9550                     | 0.9800              | 0.8400                    |
| 03/30/98   | 0.8800                  | 0.9300                  | 0.9441                  | 0.9700                  | 0.9318                  | 0.9900                  | 0.9995                     | 0.9998                  | 1.0000                     | 0.9870                     | 0.9650              | 0.7998                    |
| 03/31/98   | 0.8860                  | 0.9160                  | 0.9539                  | 0.9800                  | 0.9412                  | 1.0000                  | 1.1000                     | 1.1250                  | 1.1500                     | 0.9550                     | 0.9870              | 0.9000                    |
| 04/01/98   | 0.8700                  | 0.9200                  | 0.9393                  | 0.9650                  | 0.9224                  | 0.9800                  | 1.2000                     | 1.2300                  | 1.2600                     | 0.9630                     | 0.9630              | 0.9840                    |
| 04/02/98   | 0.8500                  | 0.9400                  | 0.9490                  | 0.9750                  | 0.9318                  | 0.9900                  | 1.0000                     | 1.0250                  | 1.0500                     | 0.9540                     | 0.9870              | 0.8200                    |
| 04/03/98   | 0.8515                  | 0.9700                  | 0.9539                  | 0.9800                  | 0.9412                  | 1.0000                  | 1.1000                     | 1.0750                  | 1.0500                     | 0.9580                     | 0.9870              | 0.8600                    |
|  | 0.8753                  | 0.9247                  | 0.9275                  | 0.9529                  | 0.9300                  | 0.9881                  | 1.0690                     | 1.0950                  | 1.1210                     | 0.9572                     | 0.9659              | 0.8760                    |

FIG. 225

22600

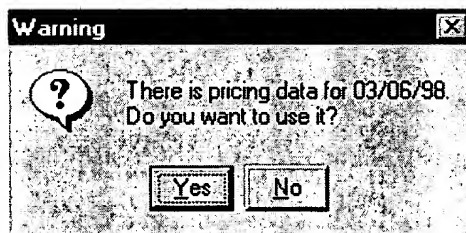


FIG. 226

22700

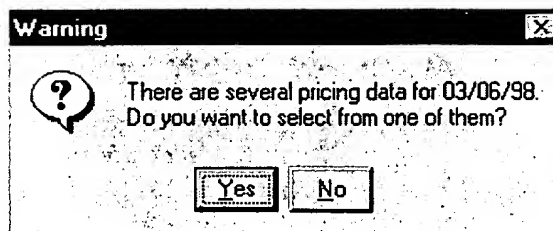


FIG. 227

22800

| Pricing ID | Calc. Date | Description          |
|------------|------------|----------------------|
| 10         | 03/03/98   | Beef Pricing 3/3/98  |
| 11         | 03/23/98   | Beef Pricing 3/23/98 |

OK Cancel

FIG. 228

22900

Formula Pricing - BEEF - 77% - 04/06/98

General Info Pricing **Freight** Formulas Block Cost Adjustments

| Supplier FOB                       | Address                   |
|------------------------------------|---------------------------|
| AMERICAN FOOD SERVICE              | King of Prussia, PA 19406 |
| DIVERSITY FOOD PROCESSING-VIRGINIA | Petersburg, VA 23805      |
| GOOD SERVINGS PRODUCTS-NH          | Manchester, NH 03108      |

| Material Type                  | Freight Amt |
|--------------------------------|-------------|
| Fresh Domestic 50% Trim        | 0.0450      |
| Fresh Domestic 65% Trim        | 0.0000      |
| Fresh Domestic 73% Trim        | 0.0000      |
| Fresh Domestic 75% Trim        | 0.0000      |
| Fresh Domestic 80% Lean        | 0.0000      |
| Fresh Domestic 85% Lean        | 0.0000      |
| Fresh Domestic 90% Lean        | 0.0400      |
| Fresh Domestic 90% Lean-Blue   | 0.0000      |
| Fresh Domestic 90% Lean-Yellow | 0.0000      |
| Frozen Domestic 90% Lean       | 0.0000      |
| Imported Australia 90% Lean    | 0.0150      |

FIG. 229

FIG. 228

**THE**

**FIG. 231**



23200

Formula Pricing - BEEF - 77% - 04/06/98

| Formula | Raw Cost | Yield  | FOB Price | Margin | Adjustments | Adj. FOB Price |
|---------|----------|--------|-----------|--------|-------------|----------------|
| AFS-1   | 0.9840   | 0.9850 | 0.9990    | 0.1232 | 0.0000      | 1.1222         |
| DIV-1   | 0.9941   | 0.9820 | 1.0123    | 0.1669 | 0.1500      | 1.3292         |
| GS-1    | 0.9866   | 0.9830 | 1.0037    | 0.1287 | 0.0000      | 1.1324         |
| S&C-1   | 0.9721   | 1.0000 | 0.9721    | 0.1457 | 0.0000      | 1.1178         |
| SER-1   | 0.9684   | 0.9850 | 0.9831    | 0.1325 | 0.0000      | 1.1156         |
| TEX-1   | 0.9916   | 0.9850 | 1.0067    | 0.1232 | 0.0000      | 1.1299         |

| Amount | Adjustment Desc |
|--------|-----------------|
| 0.1500 | Upcharge        |

FIG. 232

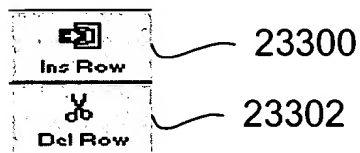


FIG. 233

23400



FIG. 234

23500

| Formula Maintenance     |                                    |                                 |            |
|-------------------------|------------------------------------|---------------------------------|------------|
| Formula ID              | Facility                           | Description                     | Short Name |
| 5                       | AMERICAN FOOD SERVICE              | American Food Service Formula A | AFS-1      |
| 7                       | DIVERSITY FOOD PROCESSING - VIRGIN | DIV Formula - 1b                | DIV-1      |
| 8                       | GOOD SERVINGS PRODUCTS - NH        | Good Servings Formula 1         | GS-1       |
| Number of Rows: 14      |                                    |                                 |            |
| Material Type           |                                    | Begin Date                      | Percentage |
| Fresh Domestic 50% Trim |                                    | 10/03/1997                      | 31.2000%   |
| Fresh Domestic 73% Trim |                                    | 10/01/1996                      | 20.0000%   |
| Fresh Domestic 85% Lean |                                    | 10/01/1997                      | 5.0000%    |
| Fresh Domestic 90% Lean |                                    | 10/01/1997                      | 18.8000%   |
| Number of Rows: 6       |                                    |                                 | 100.0000%  |

FIG. 235

| Supply                   |  | Patronage | Sales/Inv | Utilities | Window | Hel |
|--------------------------|--|-----------|-----------|-----------|--------|-----|
| Supplier                 |  |           |           |           |        |     |
| Supplier Site...         |  |           |           |           |        |     |
| Distributor...           |  |           |           |           |        |     |
| DC...                    |  |           |           |           |        |     |
| Item                     |  |           |           |           |        |     |
| Proposal                 |  |           |           |           |        |     |
| Least Cost Analysis      |  |           |           |           |        |     |
| Formula Pricing          |  |           |           |           |        |     |
| Contract...              |  |           |           |           |        |     |
| Cost                     |  |           |           |           |        |     |
| Vendor Rating            |  |           |           |           |        |     |
| Contact Management       |  |           |           |           |        |     |
| Logistics & Distribution |  |           |           |           |        |     |
| Bakery Coverage          |  |           |           |           |        |     |

23600

FIG. 236